

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, MAY 23, 1929

SENTINEL FIRE INSURANCE COMPANY SPRINGFIELD, MASSACHUSETTS

GEORGE G. BULKLEY, PRES. HARDING & LINTNER, MGRS. CHICAGO. GEORGE W. DORRIN, MGR. SAN FRANCISCO



New Business *in the Air!*



HERE'S a new source of income for Agents who are looking ahead. A complete aviation policy!

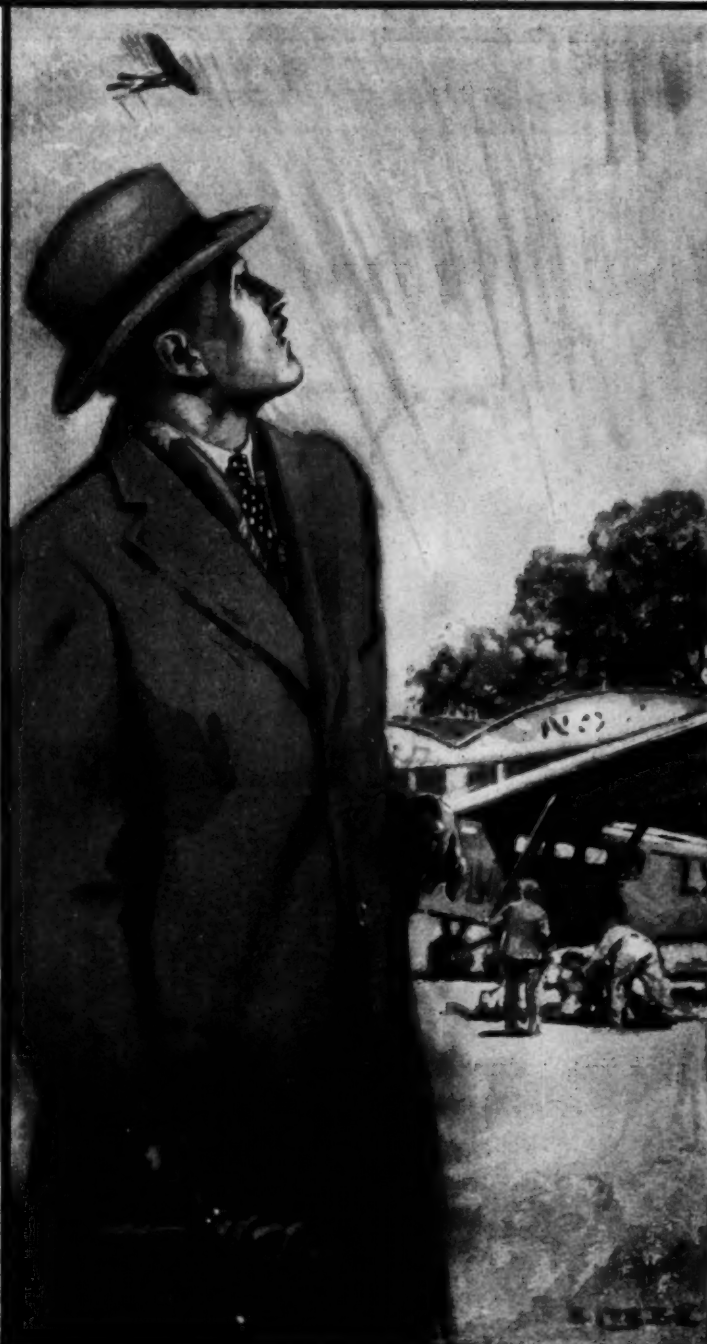
The premiums for Aviation Insurance are substantial, and the big rewards are for Agents who study and understand the coverages.

With the policy now written by our Company and its casualty affiliations you are provided with adequate facilities for the writing of this class of protection.

Our policy embraces the coverages in the simplest form possible. It is so drafted that it appeals to everyone associated with the aviation industry.

These new prospects are waiting. The sky is the limit!

Address all inquiries to Barber & Baldwin, Inc., Chanin Building, New York, N. Y. Underwriting Agents for the Liverpool and London and Globe Insurance Co., Ltd.



Complete Aviation Coverage in one Policy

Fire
Accidental Damage
Tornado, Cyclone
and Windstorm
Theft, Robbery
and Pilferage
Public Liability
Passenger Liability
Property Damage

Personal Accident
Compensation and
Employers' Liability
Airport and
Air-Meet Liability

*Other forms of coverage
Specially Constructed.*

STAR
Insurance Co.
OF AMERICA

Executive Offices: 1 Pershing Square
Park Ave. at 42nd St., New York, N. Y.
Pacific Coast Dept., San Francisco

THE NATIONAL UNDERWRITER. Published weekly by The National Underwriter Company. Office of publication, 175 W. Jackson Blvd., Chicago, Ill. Thirty-third year. No. 21. Thursday, May 23, 1929. \$4.00 a year, 20 cents per copy. Entered as second-class matter April 28, 1928, at postoffice at Chicago, Illinois, under act of March 3, 1879.

CORROON & REYNOLDS

INCORPORATED

92 WILLIAM STREET

Manager

NEW YORK

December 31, 1928, Statements

American Equitable Assurance Company of New York

Assets	Liabilities	Capital	*Net Resources
\$10,099,162.29	\$3,394,266.51	\$2,000,000.00	\$6,704,895.78

Bronx Fire Insurance Company of the City of New York

\$ 4,889,591.12	\$ 755,197.32	\$1,000,000.00	\$4,134,393.80
-----------------	---------------	----------------	----------------

Brooklyn Fire Insurance Company

\$ 5,762,813.80	\$1,293,331.77	\$1,000,000.00	\$4,469,482.03
-----------------	----------------	----------------	----------------

Globe Insurance Company of America

Pittsburgh, Pa.
(Incorporated 1882)

\$ 2,258,430.77	\$ 813,552.56	\$ 512,000.00	\$1,444,878.21
-----------------	---------------	---------------	----------------

Independence Fire Insurance Company

Philadelphia, Pa.

\$ 2,417,189.19	\$ 882,086.24	\$1,000,000.00	\$1,535,102.95
-----------------	---------------	----------------	----------------

Independence Indemnity Company

Philadelphia, Pa.

\$12,390,723.48	\$7,770,242.47	\$2,500,000.00	\$4,620,481.01
-----------------	----------------	----------------	----------------

Jefferson Fire Insurance Co.

Newark, N. J.

\$ 1,035,147.26	\$ 91,331.57	\$ 400,000.00	\$ 943,815.69
-----------------	--------------	---------------	---------------

Knickerbocker Insurance Company of New York

Assets	Liabilities	Capital	*Net Resources
\$ 5,034,363.88	\$2,255,641.18	\$1,000,000.00	\$2,778,722.70

Long Island Fire Insurance Company

\$ 408,657.14	\$ 42,532.38	\$ 200,000.00	\$ 366,124.76
---------------	--------------	---------------	---------------

Merchants and Manufacturers

Fire Insurance Company

Newark, N. J.
(Chartered 1849)

\$ 5,774,475.31	\$1,291,847.16	\$1,000,000.00	\$4,482,628.15
-----------------	----------------	----------------	----------------

Metropolitan Fire Insurance Co. of New York

\$ 927,629.05	\$ 134,151.73	\$ 200,000.00	\$ 793,477.32
---------------	---------------	---------------	---------------

New York Fire Insurance Company

(Incorporated 1832)

\$ 2,922,000.19	\$ 927,051.01	\$1,000,000.00	\$1,994,949.18
-----------------	---------------	----------------	----------------

Republic Fire Insurance Company

Pittsburgh, Pa.
(Incorporated 1871)

\$ 4,076,176.31	\$1,040,535.31	\$1,000,000.00	\$3,035,641.00
-----------------	----------------	----------------	----------------

Sylvania Insurance Company

Philadelphia, Pa.

\$ 5,327,783.03	\$ 758,805.07	\$1,500,000.00	\$4,568,977.96
-----------------	---------------	----------------	----------------

*Net Resources, being aggregate of Capital, Net Surplus and Voluntary Reserves. Above include additional funds paid in since December 31, 1928

Complete facilities for writing all classes of insurance, excepting life

What Wins a Ball Game?



HITTING hitting always the hitting. True a ball team must have pitching and fielding but a game is won on hits.

The Employers' Group is well up in the league. It is winning its games regularly. And why? Not only because of the splendid pitching done by the Home Office. Not only because of the flawless fielding done by its claim men, auditors, or engineers. But mostly due to the runs knocked in by its agents.

What a murderers' row these agents make, ten thousand strong, every one a fence buster and all batting for one thousand. Just the sort of lineup that a real hitter would like to join. And it can be done. To the agent who can "hit the apple", who does know a good risk from a bad one, who can win ball games, there is always a place on The Employer's Group line-up. Ask the General Agent or Branch Manager in your territory or write to the Agents Department for your uniform.

THE EMPLOYERS' GROUP

Practically every kind of Insurance except Life Insurance, including Fidelity and Surety Bonds

110 MILK STREET

AMERICAN EMPLOYERS'
INSURANCE COMPANY



BOSTON, MASS.

THE EMPLOYERS'
FIRE INSURANCE COMPANY

THE EMPLOYERS' LIABILITY ASSURANCE CORPORATION, LTD.

The National Underwriter

Thirty-Third Year No. 21

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, MAY 23, 1929

\$4.00 Per Year, 20 Cents a Copy

National Board to Meet, Elect

Interest Expected to Center on Report of Committee on Adjustments, Held from Last Year

MORE REFORMS NEEDED

Loss Paying Practices Are Giving All Companies Concern—Other Committees Will Give Findings

NEW YORK, May 22.—Interest at the annual meeting of the National Board here this week, aside from that given the address of the president, will likely center in the report of the committee on adjustments. Last year the committee recommended that a centralized body be formed under its sponsorship to supervise the loss adjustments of member companies the country over. The proposition was of such concern to managers that they desired further time for its consideration. This was given at a special meeting of the board a month later.

Matter Laid Over

While strongly supported by many of the leading companies, the recommendation failed to secure the endorsement necessary to make the plan effective, and the matter was left over to this year. The original program of the committee has been modified somewhat, and hope is expressed that it will meet general approval in its amended form. A number of the leading company groups have already pledged it their support.

With premiums of the fire companies at peak and with scant expectation that these can be maintained, much less increased in future; with rates steadily declining without corresponding reduction in liability, and with expense ratios ascending, company executives hold it imperative to devote closer attention to loss paying practices. They maintain that while there has been considerable improvement in this direction within the past 12 months, much of a reformatory nature may yet be accomplished, and that this can be done most effectively through cooperative effort, under centralized direction.

Russ Did Good Work

The late Harvey W. Russ, one of the most competent adjusters the fire business ever produced, was secured to handle the work of the supervisory committee, and in its interest traveled up and down the Pacific Coast, as well as through other sections, delving into loss settlement practices. His findings more than confirmed the opinion of the committee members that a radical change in existing adjustment practices is desirable, notably in certain territories, and at the meeting this week the acceptance of the committee's report will be strongly urged.

It is further understood that certain

(CONTINUED ON PAGE 48)

Film Storage Peril Seen

Fire Insurance Companies Had Recognized Danger in Hospitals and Had Pointed Out Need of Proper Safeguards Being Used in Buildings at All Times

The catastrophe last week involving the Cleveland Clinic, well known hospital, brings to light the fact that the fire insurance companies have been alert to the dangers of film storage in hospitals and other buildings. The Cleveland disaster brought out the hazards that experts in fire insurance inspection have called attention to hospital managements. The Cleveland hospital accident, of course, may not be repeated anywhere else for years. However, six years ago an accident occurred in a Syracuse, N. Y., hospital which brought to light conditions similar to those in the Cleveland Clinic.

Want Joint Committee

It is now proposed that the American Hospital Association, which comprises in its membership the leading hospitals of the country, and the National Board cooperate in joint recommendations to hospitals for safeguarding life and property through better care of film storage. In Western Union territory the Western Actuarial Bureau had special men assigned in each state to make an inspection of all the hospitals with special reference to film storage. The basis rate for contents of hospitals was made the same as that of office buildings. There was a penalty of 20 percent of the basis rate added where proper safeguards had not been given to film storage. The Ohio Inspection Bureau had a report on the Cleveland Clinic which was filed in April. The work in the west has been going on since June of last year.

Use of X-ray Machines Increased

The late development in the use of X-rays has been notable in hospitals during the last seven years. The use of the X-ray machine as a means for detecting abnormal conditions in the human frame is modern. Now it is used universally and large amounts of film are in demand. These negatives are stored in the hospital. Owing to the fact that hospitals did not use X-ray machines they did not in their construction make any special provision for the storage of hazardous contents. The plan in most hospitals is to have a cabinet which is the usual metal filing cabinet in which the films are kept which are in current use. These apply to the patients in the hospital at the time and any other cases which the doctors are studying.

Placed in Storage Room

Afterwards they are placed in a vault or storage room. In many hospitals the storage is in the basement. There are thousands of these films kept without much regard to safety. In the Cleveland Clinic there were steam pipes running through the vault, which in itself is a hazardous condition. Undoubtedly there was a puncture in one of the pipes allowing steam to fall down on the films, which heated them to such an ex-

tent that combustion was caused. The films give out carbon monoxide nitrogen dioxide, which is a poison when inhaled in the lungs. There was no vent in the vault in which the films were stored in the Cleveland Clinic.

Sent Letters to Hospitals

The American Hospital Association, which has its headquarters in Chicago, following the Cleveland affair, sent out a letter to hospital trustees and superintendents. This was signed by the officers and board of trustees. The president is Louis H. Burlingham of the Barnes hospital at St. Louis. The president elect is Dr. Christopher G. Farnall of the Rochester General hospital of Rochester, N. Y. Dr. Fred W. Caldwell is executive secretary at the Chicago office. In this letter the American Hospital Association management stated that the danger of combustion in film storage rooms is realized. The utmost caution was urged. At the same time the officers felt it would be unwise for hospitals in the excitement due to the Cleveland catastrophe to hurriedly make structural changes without securing competent advice from those who have made a study of the hazard.

Gave List of the Bureaus

Therefore, a list of all the fire insurance inspection bureaus was enclosed so that the hospital people could get in touch with them if they desired to make changes. In the meantime the letter urged the hospital people to remove all excess films to a safe distance from the hospital, and where the films are stored in vaults properly constructed and fully ventilated, they should comply with the fire insurance rules.

National Board Warning

The National Board issued a statement following the catastrophe stating that several warning fires of magnitude occurred in hospitals and X-ray clinics until in 1923 a severe fire and explosion occurred in the Crouse Irving hospital in Syracuse. Then the National Board instituted an investigation of X-ray storage and in cooperation with experts of the Eastman Kodak Company prepared regulations which were issued in 1925 covering the storage and handling of inflammable films. Nitrated films ignite at a low temperature. An electric spark, a cigarette or spontaneous ignition of oily rags and many other possible sources of heat or flame may cause material to start decomposition.

Two Major Requirements

The National Board states that two major requirements are essential for safe storage. First, the film storage room or cabinet must be provided with an ample vent leading to the outside air so that none of the fumes would be forced through the cracks in the door to other portions of the building. Sec-

(CONTINUED ON PAGE 36)

Bassett Group Out of Board

Firemen's Companies Have Come to Clash with the Pacific Coast Organization

TO ENFORCE SEPARATION

Action Will Undoubtedly Bring Out More Intensive Competition in a Number of Agencies

SAN FRANCISCO, May 22.—A special meeting of the Pacific Board is called for Thursday of this week, when the results of the vote on relief measures suggested for the establishment of separation will be considered. While the letters sent out by the Firemen's management to Pacific Coast agents, following the resignation from the Pacific Board do not reveal the commission scale, it is taken for granted that it is higher than that of the Pacific Board. The Pacific Board anticipates a keen fight between the Firemen's companies and the Pacific Board companies. From the circular sent out by the Bassett companies the management evidently anticipates a rate war directed against it. That is taken to be the inspiration for the treatment of rate cutting and the necessity of standing by adequate rates. The conclusion of the Bassett circular reads: "The final result must be the survival of the financially strong and the wrongful elimination of the weak. We deplore such a result and we now disclaim responsibility therefor, although we will be among the survivors and in the rebound, if it comes, will reap the benefit which may then accrue to the few. We wish our business at properly established rates but we will legitimately defend our agents and ourselves."

SAN FRANCISCO, May 22.—Members of the Pacific Board do not expect the Firemen's of Newark group to return to the board, following a conference held between Neal Bassett and a special committee in San Francisco. This committee reported at a special meeting called for the purpose, stating that Mr. Bassett's attitude was not receptive to discussion or in accord with some of the aims of the board.

Factors That Were Influential

While Mr. Bassett stated in the letter of resignation, in which 13 companies and underwriters' annexes were listed as withdrawing, that the attitude of the board toward separation was one of the principal factors in determining the action, other company executives state that they are of the opinion that other factors entered into his considerations in addition to either that particular or the fact that the Milwaukee Mechanics application for membership did not receive the necessary two-thirds vote of the members on the first balloting at Del

(CONTINUED ON PAGE 34)

New Jersey Is Trouble Center

Court of Errors and Appeals Upholds Trial Court in Commission Case Against Companies

SITUATION INTERESTING

Question Is Whether Opinion That 20 Percent Is Reasonable Commission Will Be Enacted Into Law

NEW YORK, May 23.—New Jersey continues to be the focal point of interest to fire underwriters and promises to be well to the fore for some time. The court of errors and appeals affirms the judgment of the Essex county trial court in the case of O'Gorman & Young vs. Phoenix Assurance and Hartford Fire, two companies in its agency. The contention was made by the plaintiffs that by virtue of a reduction from 25 percent to 20 percent in the commission rate granted by these companies on certain risk classifications the agency suffered a substantial financial loss. Challenge was made as to the right of the state to enact a uniform commission law, under which all companies were compelled to revise their agency commission contracts in New Jersey.

Court Upholds State

The trial court held that the state was within its power in passing the law, holding further that 20 percent is a reasonable commission and that anything in excess of that figure would be unreasonable. While the full text of the decision of the court of final jurisdiction in the state has not yet been received, underwriters depending on the press for their information, the statement in the latter that the court of errors and appeals has affirmed the decision of the lower tribunal is assumed to be correct.

Interesting Situation Seen

If such be the fact, an interesting situation is presented. The state being held to be within its powers in insisting on commission uniformity, can it not go further and determine the rate or rates of commissions that may be paid, and if so, will the opinion of the Essex county court that anything in excess of 20 percent is an unreasonable figure be later enacted into law? In this event the local agents responsible for the passage of the uniform commission law now in force will be confronted with a serious problem, 20 percent being the minimum commission now paid by any company. All offices virtually allow a scale graduated up to 30, and some offices up to 35 percent.

The decision of the New Jersey tribunal, holding it within the province of the commonwealth to deal with the matter of agents' compensation, contradicts that recently rendered by United States Judge George McClintic in the petition of the fire companies against the state auditor and attorney-general of West Virginia, who held that the state had no authority to interfere with commissions or contracts between companies and their agents.

Appeal May Be Taken

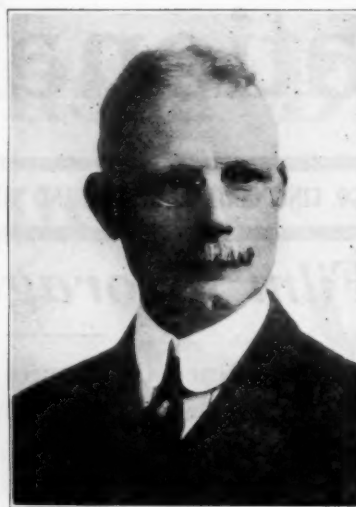
Whether appeal from the New Jersey decision will be taken to the United States Supreme Court will likely be determined when the New Jersey committee of the Eastern Underwriters Association, of which Paul L. Haid, president of the America Fore group, is over with legal counsel the issues in-

(CONTINUED ON PAGE 55)

NATIONAL BOARD HAIL & FAREWELL



GEORGE G. BULKLEY, Springfield
Retiring President



JAMES WYPER, Hartford
New President

James Wyper, vice-president of the Hartford Fire, who becomes president of the National Board, is a Scotchman by birth, having first seen life among the hills of that rugged country in 1863. He came to the United States in 1888. He was connected with the United States branch of the London & Lancashire until 1913 and then was made vice-president of the Hartford Fire. He is a past president of the Eastern Union. Mr. Wyper has served the National Board as vice-president. He is regarded as a man of fine executive ability. President George F. Bulkley of the Springfield, who retires as president of the National Board after two years' service, has been a most capable and discriminating chief executive.

BLUE GOOSE INSURANCE CARRIED BY WALLACE MINK

The Blue Goose life insurance came into play in the death of Wallace Mink of Chicago, adjuster at the United States office of the Netherlands. Mr.

Mink carried \$2,500 Blue Goose life insurance in the American National Life of Galveston. On the day of the funeral a communication was received from E. D. Maer of Kansas City, a life insurance officer of the grand nest, sending blanks so that the proper proof of loss could be executed.

CONDENSED NEWS OF WEEK

American Hospital Association and National Board will probably cooperate in making recommendations as to proper storage of films. **Page 3**

Firemen's group retires from membership in the Pacific Board. **Page 3**

Fidelity & Casualty has been acquired by the America Fore group of fire companies. **Page 4**

Hugh Lewis has resigned as general manager of the Liverpool & London & Globe and will go on the board of that company and the Royal. **Page 6**

Walter H. Bennett reviews disquieting trends of present day in address before Arkansas Association of Insurance Agents. **Page 8**

James J. Atkinson retires as general manager of the Royal after more than 50 years' service. **Page 9**

Arkansas Association of Insurance Agents holds annual meeting in Little Rock. **Page 10**

National Fire of Hartford will increase its capital to \$5,000,000. **Page 17**

New Hampshire Fire to increase its capital by \$500,000. **Page 17**

American Arbitration Association praises arbitration plan of National Bureau of Casualty & Surety Underwriters. **Page 40**

H. P. Stellwagen addresses Rhode Island agents' meeting on installment premiums and merit rating. **Page 39**

Aviation Insurance Alliance is formed to write accident cover on flying school students. **Page 40**

Joseph P. Marron of the Independence Indemnity tells of possibilities of accident and health insurance at Pennsylvania Insurance Days. **Page 41**

Jesse S. Phillips reviews legislative year before Pennsylvania Insurance Days meeting. **Page 41**

New Jersey commission situation continues to be a source of trouble to the fire companies. **Page 4**

C. C. Nicholson, Decatur, Ill., local agent, is made director of Excelsior Fire. **Page 12**

Southern Fire of New York will open western department at St. Louis. **Page 11**

H. E. Wright, vice-president of The National Underwriter, is dead. **Page 18**

R. R. Chapman has been made Cook county manager of the Corroon & Reynolds companies. **Page 9**

The annual meeting of the New York State Association of Insurance Agents was held this week. **Page 23**

Court of errors and appeals in Essex county, N. J., confirms decision of lower court that the state is within its province in dealing with agents' compensation. **Page 4**

Pennsylvania Insurance Federation is holding its annual meeting in Allentown this week. **Page 5**

National Board of Fire Underwriters is holding its annual meeting this week. **Page 3**

Association of Casualty & Surety Executives has re-elected A. Duncan Reid, president of the Globe Indemnity, as president. **Page 39**

Austin J. Lilly of Maryland Casualty speaks at Pennsylvania Insurance Days meeting on legal aspects of the insurance contract. **Page 41**

Thomas N. Bartlett analyzes claim man's duties at Pennsylvania Insurance Days meeting. **Page 40**

The Franklin Surety is increasing its capital. **Page 44**

J. Earl Fleming of Lund & Buswell has been elected president of the Chicago Insurance Club. **Page 14**

Strong Factors Back of Merger

America Fore and Fidelity & Casualty Deal Is of Paramount Interest

TWO HOUSES ARE UNITED

Financial and Agency Advantages Are Seen in the Pooling of the Activities

NEW YORK, May 23.—There have been many reasons set forth why the America Fore companies purchased the Fidelity & Casualty through an exchange of stock arrangements, but undoubtedly one of the greatest impelling forces was the knowledge that the America Fore management is particularly skilled in its investment department. Under the administration of the late Henry Evans the Continental group was known for its successful investments. Substantial gains to surplus resulted year after year. This financial policy has even been enhanced under the administration of Ernest Sturm, chairman of the board, who succeeded Mr. Evans.

Fidelity & Casualty Conservative

The Fidelity & Casualty, on the other hand, has always been ultra-conservative in the handling of its money, and has not benefited to anything like the degree it should. Its assets are largely bonds, of unquestioned soundness, but without showing appreciation in values such as has been recorded in recent years by stocks of first class railways and kindred classes of securities favored by the America Fore management. During the 53 years of its existence the Fidelity & Casualty has ever ranked as one of the most substantial casualty companies in the field. Appreciating its inherent strength, efforts to get control of the institution have been put forth by various interests from time to time in late years. William B. Joyce, chairman of the board of the National Surety, is credited with having made a drive to acquire a majority of stock. The Great American Fire is reputed to have made a like effort later; neither, however, proving successful.

Advantage in Agency Field

Another great advantage will be the opportunities on each side for agency development. There will be fire offices opened to the Fidelity & Casualty and casualty offices open to the fire end. The pooling of interests in this regard will be important.

The Fidelity & Casualty operates upon both the resident agency and the general agency plan; it having 21 resident managers; 16 general agents and some 9,000 active local representatives. The America Fore has close to 30,000 agents, and the casualty company should gain in the aggregate a very considerable volume of new business by virtue of the propose arrangement.

Close Relationship Formed

There has ever been a friendly relationship between the Fidelity & Casualty and the Continental, the two having common stockholders as far back as 50 years ago. In fact, in those early days George T. Hope, then president of the Continental, also served though not actively as vice-president of the Fidelity & Casualty, or as it was first titled, the Knickerbocker Plate Glass. In 1927 the Fidelity & Casualty concluded a working arrangement with the America Fore

(CONTINUED ON PAGE 36)

Character Makes Risk, Says Survey Bureau Head

ALLENTOWN, PA., May 22.—"The man's character makes the risk; the property of an honest man in 99 cases out of 100 is a good risk," said William Vlachos in a talk at the fire insurance round table conference at the Pennsylvania Insurance Day meeting here today. Mr. Vlachos is connected with Vlachos & Co., survey bureau of Philadelphia and New York. He said that insurance men must separate the honest from the dishonest, or the yearly fire losses in the country will mount rapidly. In a small community everyone's standing is well known and it is comparatively easy to select risks, but in the larger cities, owing to the moral hazard, the selection is a very difficult matter.

All Sorts of Inducements

"The underlying cause of all moral hazard is the fact that every fire insurance policy is a promissory note," said Mr. Vlachos. "And there are all sorts of inducements for cashing in on this promissory note."

"It is a serious mistake to suppose that the majority of people are dishonest. At least 90 percent are honest and only 10 percent are untrustworthy, and of those untrustworthy ones only a few are actually capable of committing arson."

"However, in fire insurance underwriting, take nothing for granted. Examine every risk thoroughly as to the physical aspects, and let that be counted as 25 percent of the investigation. You should spend 75 percent of your effort on ascertaining whom you are insuring—what is their record? Have they a reputation for honesty? Are they well established? Are they prosperous? Would they like to dispose of the insured property, or do they need it in this business? Are they careful? How does the assured impress you personally? In short, would you trust the assured with your own hard earned money?"

Mr. Vlachos said that properties of those conducting new experiments and those engaged in stock selling schemes are poor risk. "These ventures," he said, "are either in inexperienced hands or they have been conceived by visionaries, or started by plain crooks."

Should Be Differentiated

"Clothing risks," he said, "are the most widely afflicted of all classes and are the curse of moral hazards." Experience proves that men's wear and women's clothing should be differentiated. Men's clothes vary little in style and consequently the value of a garment from season to season does not fluctuate. "When a men's clothing factory is offered, we only need to know how long they have been in business, whether they are moderately successful, and what kind of housekeepers they are."

The styles in women's clothing make this class of risk very poor as to moral hazard. In order to be successful in designing women's clothing a man must

be artistic. It calls for emotional, irrational or hysterical men. This makes the moral hazard great.

"When I judge women's wear manufacturers or dealers," he said, "I am guided very largely by their record and by their personality. Beginners get little mercy, for out of every 100 that start, 50 fail and 40 burn. But, if after say two seasons, they are doing well, are discounting their bills, and are not over-

expanding, I am willing to recommend moderate lines."

Must Be Alert

Fred S. Schnebbe, president of Schnebbe & Co. of New York City, spoke on "Installation of Automatic Sprinklers as an Agency Service." "In these days of keen competition," he said, "an agent or broker must be ever alert to changing conditions affecting our business, and unless an agent is continually alert, bringing to his clients' attention conditions which affect his clients' property, it is just a question of time before some other agent will come along and take the business from him."

Samuel J. Kistler of the Farmers Union Mutual Fire, Allentown, spoke at the mutual fire round table conference.

Harold Smith's First Official Day

NEW YORK, May 22.—A reporter for THE NATIONAL UNDERWRITER disguised as "Father Knickerbocker" dropped in to extend the keys of the city to Harold V. Smith, new vice-president of the Home, on his first swivel chair day in New York. The old familiar smile was there but back of the jovial exterior the inquiring reporter discerned a certain far away (90 mile) wistfulness. Telegrams came rushing in and were dispatched with the accustomed Smithsonian celerity.

Then the telephone rang—"Philadelphia calling Mr. Smith." Something like spring sunshine pervaded the room—even though it rained outside. "Hello—oh hello John." "What, you can't find those stock certificates dated back to

1829, why you ought to know right where to put your finger on 'em d— it." "Listen, if Trotter isn't there, go down cellar, along the back alley where they used to keep the wine when 421 was a hostelry, then bear right around the furnace until you come to the ash pits. There's an old vault just beyond and you'll find the papers in there." "No—there's no combination, just open the door and walk in."

Click went the French 'phone. H. V. Smith, Philadelphian and New Yorker, seemed more contented as he settled down to the vice-presidential desk. As the reporter left the room he thought he heard H. V. S. remark to his new brass gibbon, "Well, 90 miles isn't so far by telephone after all."

SAM F. WOOLARD GIVES HISTORY OF DEPARTMENT

Sam F. Woolard, Kansas state agent of the American Central, in giving a history of the Kansas state insurance department in the special issue of the Topeka "Capital" during Kansas Insurance Day week, called attention to the fact that the department was established March 9, 1871. Of the companies licensed at that time but 12 fire companies are doing business today, they being the North British & Mercantile, North America, American Central, Liverpool & London & Globe, Fidelity-Phoenix (which at that time was the Phenix of Brooklyn), Phoenix of Hartford, Aetna, Continental, Franklin, Fireman's Fund, Home of New York and Springfield.

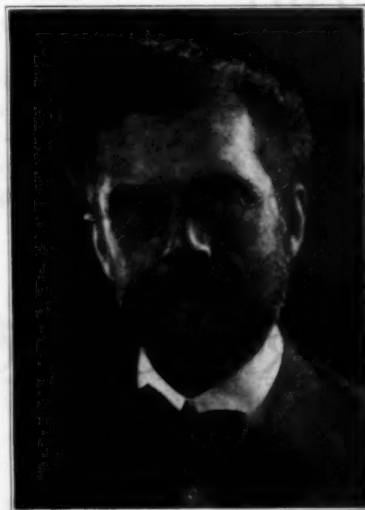
W. R. THOMAS IS HEAD OF CONSOLIDATED F. & M.

DENVER, May 22.—At the annual meeting the Consolidated Fire & Marine of this city went under new management with the following officers and board of directors elected:

W. R. Thomas, president; W. C. Skinner, secretary-treasurer. These together with the following were elected members of the board: Rufus Gentry, T. P. Foote, E. M. Thomassen, Roy Cox, Walter H. Miller, Everett Owens, Walter Belk, Wylie Williams and L. Hilton. The offices of the company have been removed from the California building to 336 Symes building.

You should forgive many things in others, but nothing in yourself.—Aunsonius.

BRITISH COMPANY MANAGERS RETIRE



HUGH LEWIS
Liverpool & London & Globe



JAMES J. ATKINSON
Royal

Pennsylvanians Honor Kingsley

Reelected President of Federation at Annual Meeting, Held at Allentown

NOTABLE PROGRAM GIVEN

Cooperation of All Classes of Business Stressed by Speakers at Annual Insurance Day Sessions

NEW OFFICERS ELECTED

President—William H. Kingsley, Philadelphia.
First Vice-President, Frank D. Buser, Philadelphia.
Vice-Presidents—Charles H. Holland, Philadelphia; Thomas B. Donaldson, Newark; Walter G. McBlain, York; R. R. Helms, Reading; W. S. Palmer, Sharon; G. R. Dette, Philadelphia; W. E. Quinlin, Pottsville; W. F. Kendrick, Philadelphia; W. L. Anthony, Pittsburgh.
Treasurer—J. D. Pharnok, Philadelphia.
Secretary-Manager—Homer W. Teamer, Philadelphia.
Assistant Secretary—Mary H. Fireng, Philadelphia.

BY CHESTER C. NASH, JR.

ALLENTOWN, PA., May 22.—At the annual meeting of the Pennsylvania Insurance Federation, observed by three insurance days here this week, William H. Kingsley, vice-president of the Penn Mutual Life, was reelected president. For the first time the federation, in tribute to the year's accomplishments, reelected the entire slate with the exception of two vice-presidents to succeed two who withdrew. The insurance days were again eminently successful, carrying on Pennsylvania's reputation in organizing leadership. Plans for the coming year promise continued and increased activity.

Cooperation Is Keynote

Cooperation of all component parts of the great institution of insurance was the keynote of the convention, many speakers citing the progress in this connection thus far and pointing to greater cooperative efforts for the future. President Kingsley in his annual address sounded this keynote. He pointed to the 10 affiliated organizations which go to make up the central unit, each with an apparently different interest and yet each with the common interest of insurance development.

He made a plea for greater cooperation, each putting aside its own petty desires in the interest of the greater problems. Citing life insurance as an example, which has come in 15 years from isolation to close cooperation, he pointed to the great good which can accrue to insurance as a whole from the extension of this principle to all classes. He particularly urged the co-ordination of home office and field, the basic units of the business, best attainable through just such efforts as those of the federation.

Program Is Well Balanced

The federation's program was a well balanced one with all phases of the business well represented and ample entertainment provided. H. W. Teamer, secretary-manager, proved an able director for the three-day event. The first two days were devoted to business, with entertainment for the spare hours, and the third day was given over entirely to entertainment. On the second morning a round table breakfast was held.

(CONTINUED ON PAGE 36)

Western Union Men Are Conferring in the East

NEW YORK, May 22.—W. B. Flickinger, president of the Western Union; F. P. Hamilton, chairman of its governing committee, together with C. R. Street, A. G. Dugan, John C. Harding and F. B. Luce, are in town to confer with a number of leading home and foreign company executives regarding general business competition in the fire and allied fields.

General Agents Announce Program for Convention

MANY NOTABLE MEN SECURED

Annual Meeting Will Be Held in
Denver With J. Gilbert Leigh
Presiding

President J. Gilbert Leigh of the Association of Fire Insurance General Agents has announced the complete program for the annual meeting to be held at Denver, June 4-5. Louis E. English, Richmond, Va., is first vice-president; W. L. Wakefield of Hartford, second vice-president; J. K. Shepherd of Little Rock, secretary; Herbert Cobb Stebbins of Denver is chairman of the executive committee. The program is as follows:

Tuesday, June 4
9:30 A. M.

Address of Welcome—W. L. Braerton, Denver, Braerton & Forsyth General Agency.

Response—W. L. Wakefield, Hartford, Conn., Wakefield, Morley & Co., Vice-President Association of Fire Insurance General Agents.

President's Address—J. G. Leigh, Little Rock, Ark., L. B. Leigh & Co., General Agents.

Report of Secretary-Treasurer—J. K. Shepherd, Little Rock, Ark., Shepherd & Co., General Agents.

Reports of Standing Committees.
Qualifications of a General Agent—C. A. Ludlum, New York City, Vice-President, Home of New York.

Duties and Responsibilities of General Agents and Local Agents—Ashley Cockrill, Little Rock, Ark., Cockrill & Armistead, Attorneys.

The Association—Louis Phillips, New Orleans, Editor American Insurer.

Responsibility of the General Agent—Herbert Cobb Stebbins, Denver, Cobb, Miller & Stebbins, General Agents, Chair-

man Executive Committee, Association of Fire Insurance General Agents.
Appointment of Special Committees.

Evening

Get Together Dinner. (For members, their ladies and guests.)
Address—C. K. Drew, Denver, Editor Insurance Report.

Wednesday, June 5
9:30 A. M.

Responsibility of the General Agent to His Community—C. J. Doyle, Springfield, Associate General Counsel, National Board.

The General Agent as an Underwriter and Field Supervisor—T. E. Braniff, Oklahoma City, T. E. Braniff Company, Member Executive Committee, Association of Fire Insurance General Agents.
Relation of the General Agent to the Company—J. R. Gardner, Denver, President Merchants Fire.

The General Agent's Role in Insurance Education—Young E. Allison, Jr., Louisville, Vice-President, "Insurance Field".

A Company President's View of the General Agency Field—Harold M. O'Brien, Chicago, President Chicago Fire & Marine.

Insurance and Public—(Speakers to be announced.)

Discussion.
Reports of Special Committees.
Election of Officers for Ensuing Year.
Adjournment.

Provide for Relief Fund

KANSAS CITY, MO., May 22.—A special meeting of the Heart of America Blue Goose was held May 20. The meeting was called for the purpose of taking two candidates through, Mr. Kato of the Travelers Fire and Mr. Perry of the Fire Association.

The important business was the general discussion of the relief fund. A set of rules was agreed upon under which the relief fund is to operate and disperse funds. The committee elected to handle it is: Robert D. Air, America Fore; Gad O. Smith, Crum & Forster, and Most Loyal Gander Howard Henry of the Great American.

Hugh Lewis Resigns Post He Has So Distinguished

RETIRES FROM ACTIVE LIFE

General Manager of the Liverpool &
London & Globe Has Reorganized
its United States Business

Hugh Lewis, general manager at the home office of the Liverpool & London & Globe, and one of the best known underwriters in the country, has resigned and becomes a member of the board of directors of his company and the Royal.

A. Kentish Barnes announced the retirement of Mr. Lewis. He stated that Mr. Lewis is approaching the age of retirement. The directors have accepted his resignation with a keen sense of loss. He started with the Liverpool as junior clerk in the Birmingham office in 1883. He has been general manager since 1920.

Brought About Many Changes

In the United States Mr. Lewis brought about many changes in the Liverpool & London & Globe organization, establishing the real United States headquarters in New York and taking up the southern and western departments. He reorganized the American business. It was a difficult piece of work but he did it in a manner that brought him commendation from his board.

Paid Tribute to Associates

Mr. Lewis in replying to the announcement of Mr. Barnes stated that he felt that he wanted to be relieved from the arduous duties of his office and have more time for leisure. In concluding his remarks he said:

"May I at this point pay a special

tribute to those leading officials who have been associated with me. I shall not be misunderstood if I refer particularly to my two colleagues, Mr. Warner, our United States manager, not only on his amazingly fine work in the U. S. A., but also on his previous service as assistant manager at home, and to Mr. Simpson, who has for some years so brilliantly seconded my efforts in Liverpool and latterly in London. Also, I must refer to Mr. Krell and Mr. Martindale who have looked after our marine interests. * * *

"Two thoughts are paramount in my mind today; one is my inevitable regret that the time has come to relinquish my position as head of the company's staff; the other is the certainty I feel that the men and women who have rendered such splendid service during my management will, under my successor, continue, as I am confident they will do, to give of their best. I shall take this as the truest evidence of their regard and as the highest compliment they can pay me."

Organize Rockford Board

Rockford, Ill., agents met May 20 to form a local board. The official name of the organization is the Rockford Board of Fire, Casualty and Surety Underwriters. John H. Camlin was elected president. Other officers are Frank Colehour, vice-president; O. H. Ross, secretary, and T. W. Bond, treasurer. Directors are Arnold Sedoff, chairman; William Engberg and Harry W. Webber.

Page Goes to Home Office

SAN FRANCISCO, May 22.—Charles R. Page, vice-president and manager of the Atlantic marine department of the Fireman's Fund, is to be transferred to the home office in San Francisco in the early future. According to announcement, no successor will be appointed to Mr. Page and he will continue to supervise his department from the home office.

NIAGARA FIRE INSURANCE COMPANY

95 Maiden Lane
NEW YORK

OTHO E. LANE, *President*

Established 1850

Fire.
Tornado.
Earthquake.
Explosion.
Hail.
Profits and Commissions.
Rents, Rental Values.
Riot and Civil Commotion.
Sprinkler Leakage.
Use and Occupancy.

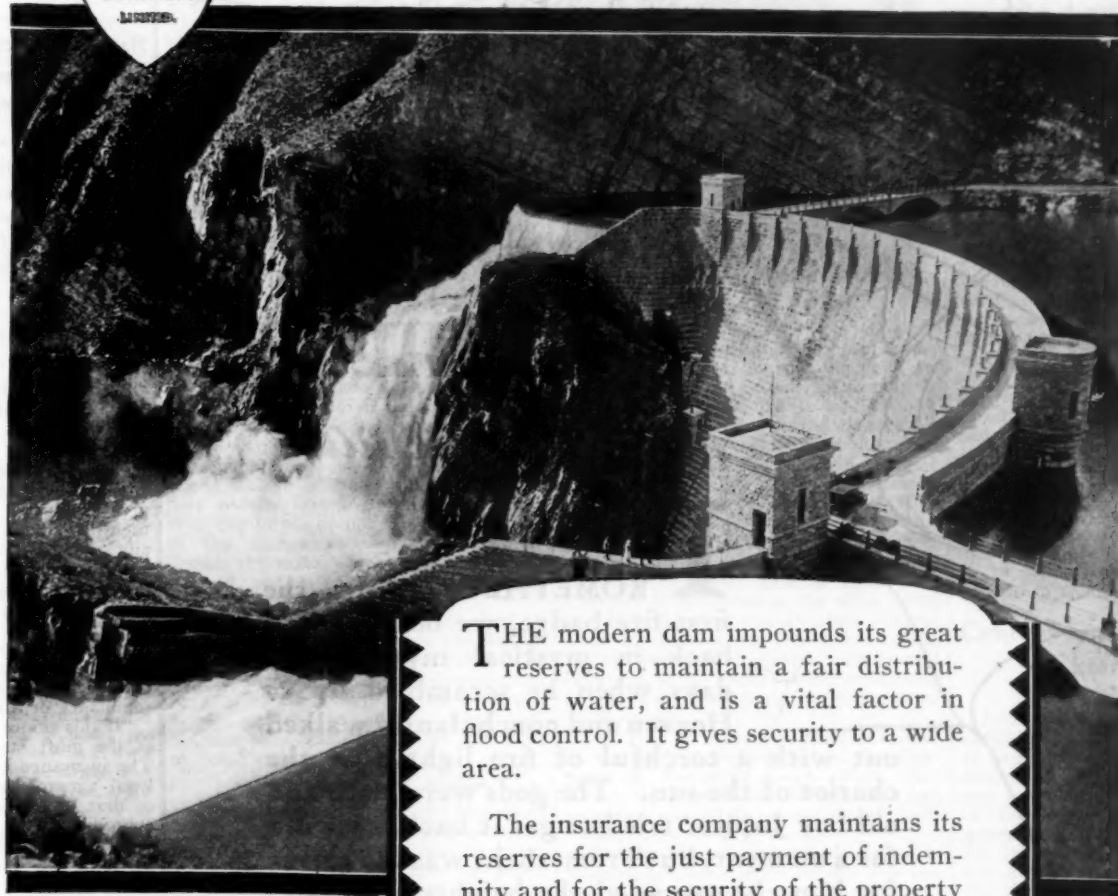
Automobile.
Marine (Inland and Ocean.)
All Risk Furs and Jewelry.
Aircraft Property Damage.
Fine Arts.
Installment Floater.
Merchandise by Motor Truck.
Parcel Post, Registered Mail.
Surgical Instruments.
Tourist Baggage.

MARYLAND INSURANCE CO.

Owned and Operated by Niagara



"Security First"



Roosevelt Dam, Arizona

Ewing Galloway

THE modern dam impounds its great reserves to maintain a fair distribution of water, and is a vital factor in flood control. It gives security to a wide area.

The insurance company maintains its reserves for the just payment of indemnity and for the security of the property placed in its care.

Look for the Royal shield—it means *security first*.

ROYAL

INSURANCE COMPANY LTD

DEPARTMENTAL OFFICES

NEW YORK
William Mackintosh, Mgr.ATLANTA, GA.
S. Y. Tupper, Mgr.BOSTON, MASS.
Field & Cowles, Mgrs.CHICAGO, ILL.
Law & Hamilton, Mgrs.SAN FRANCISCO, CAL.
H. R. Burke, Mgr.



PROMETHEUS wore the first fire badge, we believe, way back in mystical mythological days when he scrambled up to Heaven and nonchalantly walked out with a torchful of fire lighted at the chariot of the sun. The gods were mad, and old boy Jupiter tried to get it back. He did for a moment, but Prometheus was too clever for him; he ascended the heights again and brought it back in a hollow tube.

You see, he had to provide Man, his newly begotten, made out of earth and water, with a worthwhile gift. Fire was it. As the champion of Man, he knew that with fire in his possession Man would be able to make his way on earth, in commerce, science and the arts.

IN possessing Man with Fire Prometheus showed real foresight. So in the prosperous flow of any business, it must be endowed with a liberal amount of foresight. In underwriting, foresight is a vital requisite of success. It is a commendable attribute in Home Agents, in accepting risks and carrying on the normal functions of their agencies. Likewise every Home Agent values it in his Company.

The HOME INSURANCE COMPANY NEW YORK

Sees Financial Angle Dominant

Bennett Finds Menace in Possibility of Subordination of Underwriting in Fire Insurance

UNREST IN CASUALTY LINE

National Association Secretary in Arkansas Discusses Installment Payments, Merit Rating

Speaking at the annual meeting of the Arkansas Association of Insurance Agents at Little Rock last week, Walter H. Bennett, secretary-counsel of the National Association of Insurance Agents, reviewed some of the disquieting conditions of the present day in both fire and casualty insurance. In the fire insurance field he referred to the "companies that have become in reality financial instead of underwriting institutions." In this connection he said:

"It is stated freely on the streets of New York that fire insurance has become subsidized to finance; that the great company groups no longer make their own decisions as to the effect of any change from the viewpoint of an underwriting institution; that some of the big company groups make no move until they have consulted with the powers that be in Wall Street. The number of companies which have at their heads financiers rather than underwriters at least gives the rumor the semblance of a foundation.

"If this rumor be true, it is a calamity of the most far-reaching consequences. The insurance companies, through their loyal agents, have built up a business of first proportion. If it is now to be subordinated to finance, then we may look to see the Bank of Italy experience in California duplicated throughout the country."

Casualty "Remedies" Wholly Competitive

On the casualty side, he declared that the general conditions of the business as now conducted "have seemed to call for drastic action, but the sort of action that has been taken apparently was brought about as a competitive proposition and not as a relief to the public." Continuing he said:

"The first blow was when the Travelers, after efforts to persuade the National Bureau of Casualty & Surety Underwriters not to inhibit its company members from innovations they decided to make, withdrew from the bureau and simultaneously promulgated its installment premium payment plan. Then there was furor. That very week the bureau met and let the bars down for all its members to write their business on the installment plan if they so desired.

"From correspondence at National association headquarters, we are enabled to deduce that opinion on this subject is divided into three distinct classifications:

"1. The minority opinion that the companies which have adopted this plan are offering the agents a chance to write the vast amount of unwritten business and that, as such, it should be taken advantage of, and received with appreciation.

"2. A number of agents who hold that the insurance business is too important to join the sewing machine and vacuum cleaner class; that there is no public demand for installment premiums; that the whole proposition only

(CONTINUED ON PAGE 54)

James J. Atkinson Retires from Royal Management

WILL BE MEMBER OF BOARD

Robert McConnell, London Manager, Succeeds to General Managership at Head Office in Liverpool

James J. Atkinson has retired as general manager of the Royal after more than 30 years of continuous service with the corporation. He assumed in 1921 the position he now resigns. He has accepted a seat on the board of directors and will continue to concern himself with the company's affairs, giving his co-workers his counsel in everything concerning the Royal.

Robert McConnell, at present manager of the Royal in London, is to succeed Mr. Atkinson as general manager. Walter Carter, who is deputy manager, will be appointed manager.

Mr. Atkinson has for years deservedly held the reputation of being one of the greatest minds in the fire insurance business. Before the amalgamation of the Queen and the Royal in 1891 he served the Queen, and continued with the Royal after the amalgamation. In 1895 he was made manager of the foreign department, and thereafter served successively as joint assistant secretary, sub-manager, deputy general manager and general manager. He is a director of the following companies: L. & L. & G.; British Engine, Boiler & Electrical; Legal, and Warden.

In 1924-25 Mr. Atkinson was president of the Chartered Insurance Institute of Great Britain and in 1926-27 was chairman of the Fire Salvage Association of Liverpool.

Robert McConnell has been in charge of the London business of the Royal for the last 20 years. Before assuming his London position he was Manchester manager of the company. He is known as a keen and energetic underwriter and an acute student of the business. He holds the post of honorary treasurer of the Accident Offices Association, and is president of the Insurance Officials' Society, vice-president of the London Insurance Institute and vice-president of the Chartered Insurance Institute of Great Britain.

The Royal's new London manager, Walter Carter, is well known in the United States, where from 1919 to 1925 he was the Royal's general attorney. He returned to England in 1926 to become deputy manager of the company at the head office in Liverpool. He is an able administrator and a competent, energetic attorney.

MUTUALS PLAN NATIONAL MEET IN INDIANAPOLIS

INDIANAPOLIS, May 22.—Preliminary arrangements for the annual convention of the National Association of Mutual Insurance Companies in Indianapolis Oct. 7-10 were made at a meeting of the directors and the executive committee of the national organization.

Those attending the meeting included Milo A. White, Fremont, Mich., president of the national association; Burton S. Flagg, Andover, Mass., vice-president; A. V. Gruhn, Chicago, secretary and treasurer of the Federation of Mutual Fire Insurance Companies; Harry P. Cooper, Indianapolis, secretary of the national body; B. Rees Jones, Des Moines, chairman of the publicity and educational committee; H. J. Rowe and Harry F. Gross, Des Moines; W. B. Gasche, Topeka; L. W. Sunday, Hastings, Mich.; Charles Holz, Buckley, Ill.; W. A. Rutledge, Des Moines, and O. E. Hurst, Lexington, Ky.

More than 1,000 are expected to attend the October convention. J. J. Fitzgerald, Indianapolis, is chairman of the committee on arrangements.

Texas Commission Suits to Be Tried on June 3

DALLAS FIRE COMPANIES ACT

Claim Board Has No Right to Dictate Amount of Compensation to Employees

AUSTIN, TEX., May 22.—The suits which were filed last week to test the validity of Texas insurance board's commission order will be called for trial June 3. There are three suits brought by Texas companies to test the board's authority to issue the ruling prohibiting payment to local fire insurance agents' commissions exceeding 20 percent of the normal premium rate, which became effective May 1. The contention has been made that the order is wholly void and the court has been asked for a judgment vacating the order.

The companies bringing the suits are the Commercial Standard, the Gulf and the Utility, all of Dallas.

Not Empowered by Statutes

Allegation is made that the statutes of Texas do not give the board of insurance commissioners power to fix compensation that companies shall pay their agents or other employees; that the board has no official concern with any part of the insurance business except with the forms of policies, the solvency of the companies doing business in Texas, the rates which they charge the insured and the prompt payment of their losses.

The board, petitioners allege, has no authority to enter insurance and dictate to the companies what the salaries of their clerks shall be, what compensation or salaries they may pay their agents, either general or special, nor what amount they shall pay their solicitors or local agents.

Called Invasion of Rights

Allegation is made that the attempted exercise of any such authority is an invasion of the rights of the insurance companies secured by law to select their employees and fix their salaries or commissions which are to be paid them for their services.

The 20 percent limitation of agents' commissions is condemned as unfair and unjust and works a hardship on the smaller companies, particularly Texas concerns. If the business methods of these smaller companies enable them to pay larger commissions to their agents to procure business, contention is made that the insurance board has no right to interfere.

The ruling tends to strip small companies and particularly Texas companies of their only legitimate means of competition with the large foreign and eastern companies, most of whom have consolidated their interests into an irresistible amount of assets, thereby offering large lines of insurance to be eventually divided up among such large companies by reinsurance.

Unless the agents' commission order is vacated, the petitioning companies complain that their business will be demoralized.

Death of R. H. Wallace

OMAHA, May 22.—Robert H. Wallace, 46, assistant manager for the last 13 years of the Columbia Fire Underwriters, died last week of erysipelas after three weeks' illness. Nearly 30 years ago Mr. Wallace came to Omaha from North Bend, Neb., after attending the University of Nebraska. He became assistant manager of the old Commercial State Bank and later an executive of the E. E. Bruce Drug Co. Since 1907 he had been connected with the Columbia Underwriters. He was born in Cameron, Ill.

Cook County Manager



R. R. CHAPMAN

For the supervision and more intensive development of its business in Chicago and Cook county, Corroon & Reynolds, Inc., will on June 1 open a Cook County office in the Insurance Exchange with R. R. Chapman as its manager. Charles W. Ade will be chief clerk. Thomas J. Flynn, at present brokerage and service manager in Chicago, retains the position and will aid generally in the activities of the office.

Mr. Chapman for the past 12 months has been resident general agent for Corroon & Reynolds in the west, prior to which time he was assistant general agent of the western department of the North British & Mercantile. He is well informed as to underwriting conditions in the west, and particularly those of Cook county.

Mr. Ade at present is chief examiner in the western department of the Corroon & Reynolds head office. Mr. Flynn is a native of Chicago; has had extended experience with the mid-western fire field.

The decision of Corroon & Reynolds to open a Cook county branch was impelled by the growing volume of business from the territory.

G. H. Russell, Prominent Milwaukee Agent, Dead

George H. Russell, president of the George H. Russell Company of Milwaukee, died at his home there Sunday afternoon, after he had been stricken by a cerebral hemorrhage as he sat at his desk in his office Sunday morning. Although he was president of the agency, Mr. Russell for several years had not been active in the George H. Russell Company, the business being under the direction of Fred Lewis, president of the Milwaukee Board, and Charles J. Schwarten, vice-president and secretary, Mr. Russell's associates for over a quarter of a century.

Mr. Russell entered the insurance business when he was 21 years old, almost immediately establishing his own agency. He became state manager for the Standard Accident in 1892 and during the same year became part owner and manager of the agency formerly conducted by C. Jerome Cary.

Throughout his life Mr. Russell was interested in the development of the Wisconsin National Guard. During the World War, Mr. Russell was commissioned captain in the army signal corps, and was a member of the draft board. He was widely known for his interest in sports, being one of a group which introduced golf to the middle west, and an official of the United States and the Western Gold Associations.

Automobile Conference Meet Set for This Week

FINANCE BUSINESS PROBLEM

Plan Is Advanced That Carrier Be Organized by Outside Parties to Reinsure Companies' Lines

NEW YORK, May 22.—A further meeting of the committee of 15 charged with outlining a constitution to govern the intended revised National Automobile Underwriters Conference will be held here Friday, at which it is hoped the work will be sufficiently advanced to warrant its being turned over to counsel to be whipped into legal phraseology.

The big problem confronting the committee is as to the most effective and practical method of handling finance business, the aggregate premiums on which are estimated at from \$3,000,000 to \$10,000,000 annually. The most logical plan advanced thus far apparently is the creation of a separate company to be capitalized by outside parties, if the member companies do not care to subscribe to its launching, the organization automatically to reinsure all lines secured by the association companies under an agreed commission rate.

Just how the suggestion will commend itself to the company officials generally remains to be seen. The committee appreciates that whatever program be formed, it must be worked out in considerable detail, the fraternity not to be willing to consider propositions general in their character.

Century and Liberty Bell Extending Their Lines

John Hosking of New York, general agent of the Liberty Bell and Century of Scotland, is on a western trip in the interest of his companies. Mr. Hosking was formerly Cook county special agent of the North British & Mercantile group and prior to that was inspector for the North British in Illinois. He got his training at the head office of the North British in New York, being chief examiner before being transferred to the field. Walter Stone is general agent of the Century and Liberty Bell, Mr. Hosking having been called to his office in February to be his chief assistant.

While the Century is admitted in most of the central western states, the Liberty Bell is not but is now extending its lines. It will be operating soon, if not already, in Illinois, Minnesota, Wisconsin, Indiana, Oklahoma and Ohio. Both companies are nonaffiliated. Their New York office is at 130 William street, where all the underwriting is done. Henry W. Brown & Co. are the managers.

Injunction Is Granted in Kansas Rate Litigation

In connection with the rate litigation in Kansas, Judge Pollock of the United States court has issued a restraining order on behalf of over 150 fire companies enjoining Insurance Superintendent Hobbs from revoking their licenses pending the outcome of the case. The superintendent threatened to take action of this nature.

Made London Lloyds Agent

K. M. Walker has been appointed agent for London Lloyds for western Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Nebraska, Iowa and northern Missouri, Illinois and Indiana. Mr. Walker succeeds D. W. McDonald, who held the post for the last 25 years but is now retiring from business.

Assail Overhead Writing and Non-Recording Agents

ARKANSAS AGENTS CONVENE

L. R. Martin Elected to Head Association—Walter H. Bennett Commends Organization's Work

OFFICERS ELECTED

President, L. R. Martin, Pocahontas.
Vice-President, W. Carter, Monticello.
Secretary-Treasurer, C. C. Mitchener, Marianna.

LITTLE ROCK, ARK., May 22.—In his annual address to the Arkansas Association of Insurance Agents here last week, President R. W. Newell spoke of the situation of the non-recording agent as one needing immediate correction. He said it is manifestly unfair that this class of agent should receive the same commission as the recording agent with overhead that is necessary to maintain an agency in an efficient manner. "The promiscuous appointment of non-recording agents is," said Mr. Newell, "one of the worst evils of the local agency business today, and until the

practice of appointing agents without regard to qualification or ability to produce a proper volume of premiums is discontinued, the agency business will not be on a sound basis."

Local Board Best Correction

Mr. Newell declared that in Little Rock there are certain men writing insurance who hardly know the difference between the rate and the premium. "And these agents have been placed in the business by companies whom members of this organization represent and have favored with their business for years. As a general proposition when a company is confronted with the charge that agency appointments are being made which are detrimental to their agency force, we are told that the companies should not be criticized due to the fact that if the appointment were not made by them, it would be made by others to whom application would be submitted. This evil can best be corrected," concluded Mr. Newell, "by the establishment of local boards which will be fair enough to sanction the appointment of an agency where such an agency may be needed, and which also will be firm enough to advise the companies that the field will not permit additional appointments, particularly where the appointee is unfamiliar with the business

and can produce but a small volume of premiums."

A. J. Dulaney, deputy state fire marshal, spoke on "What the State Association Can Do for the Insurance Commissioner and the Fire Marshal's Office."

W. B. Miller, insurance officer of the Union Trust Company of Little Rock, discussed overhead writing. "The companies claim that they are against the practice of overhead writing," he said, "but just the same they do it, although they usually have an alibi. And those local agents that practice overhead writing usually feel that they have an alibi. I do not believe that any local agent has an alibi strong enough to justify writing business in the other fellow's territory or town."

Fred D. Watkins discussed "The Adjuster's Problems—What the Agent May Do for Both Adjuster and Assured to Speed Up Settlements."

Secretary Mitchener reported 153 members of the association, being three over the quota assigned for this year, and an increase of 90 members over 1926.

Walter H. Bennett, secretary-counsel of the National association, spoke briefly, commending the state association for its work and urging the local agents to work together for the advancement of their own interests.

No Decision Is Reached as to Missouri Proposal

GOVERNOR IS STILL SILENT

Belief Is General That He Regards Compromise Suggestion in Rate Litigation Meritorious

Whether Governor Caulfield and Joseph B. Thompson, superintendent of the Missouri department, accept the compromise offer in the now famous 10 percent rate reduction litigation depends entirely on the extent to which the companies operating in the state are willing to go in recognizing the authority of the insurance department to fix and regulate the rates charged for stock insurance.

Papers Print Rumors

Although the daily press of both St. Louis and Kansas City have predicted that the governor will reject the peace proposal and that the attorney general will be directed to prosecute the suit to conclusion in the United States Supreme Court it is known that these reporters were merely speculating and had nothing tangible from either Governor Caulfield or anyone else in authority on which to base their conclusions. The fact that the attorney general has not been actively representing the state in this legal battle indicates how much at sea the boys who cover the press run at the state capitol are on this particular assignment.

Proposal Has Merit

The very fact that Governor Caulfield has not positively rejected the compromise offer up to this time is proof conclusive that he considers the proposal of real merit. He is most concerned with the recognition of the state's authority to fix the insurance rates to be charged in Missouri, and if the companies are willing to go all the way with him on that particular point it is certain the entire proposition can be settled quickly and to the mutual satisfaction of all concerned. The return of the 10 percent excess premiums collected since November 15, 1922, is secondary compared with the question of the state's authority regarding rates.

That this is true is indicated by the fact that Governor Caulfield has conferred with R. J. Folonise of Chicago, chief counsel for the companies, from time to time since the first proposal of compromise was made by the companies.

COMPANIES FILE BONDS

KANSAS CITY, MO., May 22.—The latest action in the Missouri rate case was the filing on May 15 of bonds for 40 companies under the temporary injunctions granted by federal judges here. William S. Hogsett, one of the attorneys for the companies, filed bonds for them covering 10 per cent of premiums from Feb. 1, 1928, to April 12, 1929, and from April 13, 1929 to May 15, 1929. The companies further agreed to impound 10 per cent of premiums in Kansas City banks until the validity of the Hyde order is determined.

Million Loss on Lake Steamer

BUFFALO, N. Y., May 22.—Officials of the Great Lakes Transit Corporation estimate that damage to the steamer Ralph Budd of that company, which went aground near Houghton, Mich., in a storm on May 16, will exceed \$1,000,000. The steamer's flour, feed and produce cargo, valued at \$600,000, is a total loss, while the hull also probably will be a complete loss, in the opinion of marine men who have visited the wreck. The steamer cleared for Buffalo from Duluth and encountered a terrific storm near Eagle Harbor which drove her ashore in spite of all efforts of her officers and crew members.

Guardian Fire Assurance Corporation of New York

76 William Street

STATEMENT AS OF DECEMBER 31, 1928

ASSETS

Bonds and Stocks.....	\$7,124,664
Premiums Receivable	353,387
Interest Accrued	9,458
Cash on Deposit.....	425,569
	<hr/>
	\$7,913,078

LIABILITIES

Reserve for Unearned Premiums.....	\$2,513,856
Reserve for Losses	372,303
Reserve for all other Liabilities.....	91,707
Voluntary Reserve for Contingencies.....	1,250,000
Capital	\$1,500,000
Surplus	2,185,212
	<hr/>
Surplus to Treatyholders.....	3,685,212
	<hr/>
	\$7,913,078

3-Year Progress

	Assets	Surplus to Treatyholders and Voluntary Reserve	Unearned Premium Reserve
1926.....	\$3,219,319	1926.....	\$1,558,253
1927.....	5,205,907	1927.....	2,846,702
1928.....	7,913,078	1928.....	4,935,212
		1928.....	2,513,855

Fire Reinsurance

ROBERT VAN IDERSTINE, President

H. ERNEST FEER, Secretary

Points to Specific Ills of Insurance Business

GALLAND ASKS COOPERATION

**Pennsylvania Agents' President Urges
Concerted Campaign Among All
Concerned to Rectify Troubles**

ALLENTOWN, PA., May 22.—Calling the attention of companies, agents and all concerned to certain outstanding difficulties before insurance today and pointing to a concerted campaign to rectify these troubles, A. S. Galland, president of the Pennsylvania Association of Insurance Agents, speaking before the Pennsylvania Insurance Federation's opening session, pledged the support of local agents to a joint campaign to improve the insurance business. Speaking straight from the shoulder, Mr. Galland spoke of specific ills and likewise paid specific tribute to those deserving it. In particular he praised the recent stand taken by the American of Newark through President Bailey and voiced the appreciation of the agents in this connection.

Tell Agents' Ambitions

Mr. Galland said the federation and the agents' association have a community of interest in seeking business improvements and each should cooperate as with all ten member organizations of the federation, in effecting the needed changes. He cited the particular ambitions of the agents. One of their first ambitions is to keep the government out of business, a particularly vexing problem in Pennsylvania, and here all can cooperate. He cited the basic principles of the agents' association—agents' ownership of expirations, non-overhead writing, protection against non-resident brokers, discontinuance of financial agencies, limited representation, and opposition to government encroachment. He urged close cooperation with those companies and agencies abiding by these principles and urged a campaign against those in opposition.

Bank Agencies Harmful

Mr. Galland spoke particularly of the harmful effect of appointing financial institutions as active producers of insurance. He said the agents do not want banks in the insurance business nor the credit club wielded over the insuring public in placing business. The question of agency limitation was even more greatly stressed as one of the basic problems of today. He pointed out that many companies have sidestepped the issue and the company organizations in particular have been lax in giving consideration to this item.

The only solution to these problems as seen by Mr. Galland is the control of the business through local boards and he announced that a strenuous campaign to this very end is even now under way. Pennsylvania is being aggressively organized along these lines and soon the agents will reflect the best ideals of sound underwriting in an organized way. They will point the way to the companies and expect cooperation for the best interests of all.

Brownson With F. & G. Fire

W. G. Brownson has been appointed special agent for the Fidelity & Guaranty Fire for southern Michigan, with headquarters in Detroit. He was connected for some time with the Kenneth Watkins Corporation, general agents in Detroit.

Loss estimated at between \$35,000 and \$100,000 was sustained at Owosso, Mich., in the worst oil fire in the history of the city. The blaze entirely destroyed four large gasoline storage tanks owned by O. E. Moore. The tanks contained about 60,000 gallons of gasoline. Stock yards of the Michigan Central railroad, the office of a coal company and a warehouse of the Owosso Boiler & Welding Company were damaged.

Asks Cooperation



A. S. GALLAND
President Pennsylvania Association of
Insurance Agents

Southern Fire Plans to Install Western Office

Vice-President William Quaid and Secretary Ashby E. Hill of the Southern Fire were in Chicago this week after having been at St. Louis in conference with the financial and underwriting interests associated with the Southern Surety, its running mate. It was decided to open a western department at St. Louis. This will bring the company in close contact with agents throughout Western Union territory. The chief office of the Southern Surety is in St. Louis. The Missouri State Life of St. Louis is owned by the same interests as the Southern Surety, Kidder, Peabody & Co. of New York and Caldwell & Co. of Nashville, being the chief factors in the financial end of all these companies.

MANY CHANGES BEING MADE

**Resignation of the Bassett Companies
From Pacific Board Brings About
Readjustments**

SAN FRANCISCO, May 22.—With the resignation of the Bassett companies from the Pacific Board, several changes are taking place in agency representation in Pacific Coast territory. The James F. Cobb Company, non-board for practically 19 years but which became board in January, 1927, will return to its former non-board basis, retaining the Pittsburgh Underwriters for California and being appointed general agents for the Mechanics of Philadelphia, formerly in the Henley & Scott office, and the Keystone Underwriters for California, Oregon and Washington. The Cobb office resigns the Allemannia. The Peoples National, also in the Cobb office, has served 60 days' notice of cancellation.

The representation of the Firemens Underwriters by Hinchman, Wentz & Miller and the Mechanics Underwriters and Capital of New Hampshire by Mullin & Acton is being terminated.

Brown Is General Agent

R. M. Brown has been appointed general agent of the Fidelity & Guaranty Fire for the New York suburban field and eastern New York, with headquarters at 75 William street, New York City. Mr. Brown was with the Employers Fire for about seven years, and previous to that he was with the Baltimore Board of Fire Underwriters.

REPUBLIC AUTOMOBILE INSURANCE CO.

HOME OFFICE DETROIT, MICHIGAN

"This thing called service is a pretty indefinite thing to talk about—that's why I want to see you—just drop a line to the company today"

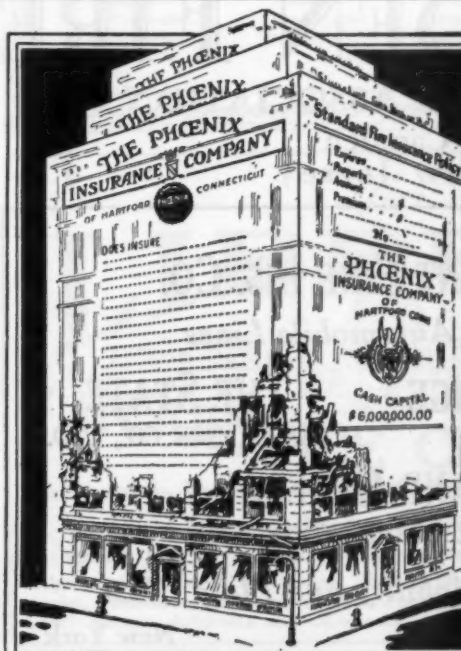
The Republic Special

"An Exclusive
Automobile Writing Company"

Chicago Office
A 1915 Insurance Exchange Bldg.

TERRITORY
OPEN in

Ohio
Illinois
Indiana
Michigan



"Time Tried
and
Fire Tested"

since 1854

The
Phoenix Insurance Company

of Hartford, Conn.



SEASONED STRENGTH

Organized in 1841, The CAMDEN has faithfully served its agents and their clients for eighty-eight years. Its strength goes deeper than mere dollars and cents. Years of mutual loyal co-operation of home office and field have developed a seasoned strength of organization adequate and prepared for every development.

Eighty-Eighth Year

SURPLUS TO POLICYHOLDERS

\$6,812,238

TOTAL ASSETS

\$13,502,577

CAMDEN FIRE

INSURANCE ASSOCIATION

Camden
New Jersey

PROVIDENT FIRE INS. CO.

Fire and Automobile Lines

ROYAL EXCHANGE
ASSURANCE

THE STATE
ASSURANCE CO., LTD.

CAR AND GENERAL
INSURANCE CORPORATION, LTD.

Automobile, Liability and Plate Glass

95 Maiden Lane

New York

Value of Local Boards Told to Arkansas Agents

DISCUSS MERIT RATING

Fort Smith Agents' Organization Accomplishes Much—Must Consider Side Lines for Income

LITTLE ROCK, ARK., May 22.—At the Arkansas Insurance Agents' Association meeting here last week Harry K. Albers of Kennedy & Albers, Fort Smith, spoke on "Local Board Organization—Its Value to Association Work." He told of the work of local boards and their value. He said the Fort Smith local board had handled the agencies' collection problems for the last two years, and on checking the accounts receivable on April 1 he found that 88 percent of the accounts outstanding had been collected. This makes it possible for the agents to pay the companies their balances when due, and it also makes the assured respect the business more when he is made to pay his premium promptly instead of being given unlimited credit.

Mr. Albers said that agency appointments are handled by the Fort Smith Board. Without that organization the agents would be helpless against the companies which have no regard for limitations. Mr. Albers told of how a

(CONTINUED ON PAGE 48)

FIELD CHANGES

E. C. SMITH LEAVES FIELD

Liverpool State Agent Goes to Philadelphia Branch Office—A. W. Kline Succeeds Him

Earle C. Smith, recently state agent in eastern Pennsylvania for the Liverpool & London & Globe, has been appointed assistant local manager at its Philadelphia branch office, being succeeded in the field by A. W. Kline, until recently an examiner at the head office.

George A. Reynolds

George A. Reynolds, for 10 years special agent for the Starkweather & Shepley companies in Pennsylvania has been appointed special agent in Pennsylvania and West Virginia for the Eureka-Security F. & M. of Cincinnati. He will travel as heretofore out of Pittsburgh. The Eureka-Security has withdrawn from the Tener-Lowrie general agency in Pittsburgh.

D. W. Swanson

While in the west R. L. Tanner, secretary of the New York Underwriters, appointed D. W. Swanson special agent in Minnesota, as aid to State Agent C. H. Ludwig. Mr. Swanson, who has established headquarters at St. Paul, has been connected with the General Inspection Bureau in Minnesota for several years.

Charles J. Kenny

Charles J. Kenny, who has been associated with the head office of the Globe & Rutgers Fire in New York, has been appointed special agent in Michigan and is assisting State Agent Samuel T. Johnson.

Firemens Pacific Commissions

SAN FRANCISCO, May 22.—Commissions offered by the Bassett companies are from 5 to 10 percent above the Pacific Board scale with 30 percent for protected business. Their commission rates on farm business are approximately 10 percent lower.

Local Agents Committee Confers on Commissions

At the mid-year conference of the National Association of Insurance Agents at Birmingham in March, a joint committee of delegates from the cotton states of the south arranged to hold a meeting to enter a protest against the Cotton Fire & Marine Underwriters and the Cotton Insurance Association cutting commissions from 15 to 10 percent. John Sharp Williams of Yazoo City, Miss., was appointed chairman. It was provided that each state association send a delegate to a meeting. The meeting will be held at Atlanta, May 28.

C. C. Nicholson Is Made Excelsior Fire Director

SYRACUSE, N. Y., May 22.—C. C. Nicholson of the agency of Durfee, Clark & Nicholson of Decatur, Ill., has been appointed director of the Excelsior Fire of Syracuse. Before becoming a local agent Mr. Nicholson was for many years Illinois state agent of the National Liberty.

Each year the Excelsior holds its directors' meeting on the day prior to the annual convention of the New York Association of Insurance Agents. Many of the company's leading agents and directors are prominent in the affairs of the New York body. The company held open house all day and served a well attended lunch after the business meeting.

Reports of the Excelsior's process were heard from President Frederick V. Bruns and Vice-President Robert C. Hosmer. The company now has over 300 agents. All are stockholders and a number are directors. It is a unique institution and is making steady forward strides. Mr. Hosmer is making an enviable underwriting record.

Western Bureau Field Meetings Scheduled

Western Insurance Bureau field meetings are scheduled for the season as follows:

Kentucky, Louisville, June 10.
Indiana, Lake Wawasee, June 18.
Minnesota, Breezy Point, Pequot, June 19-20.
Tennessee, Lookout Mountain, June 19-20.
Oklahoma, Medicine Park, June 20-21.
Illinois, Lake Delavan, Wis., June 25-26.
Michigan, Port Huron, June 25-26.
Wisconsin, Egg Harbor, June 26-27.
Ohio, Cedar Point, July 10-11.
Iowa, Lake Okoboji, July 18.
Kansas, Topeka, Oct. 1.

Now Available!

500 square foot private office, furnished. Entrance from hall. Private wash, coat and storage rooms adjoining. Address **M-36**, care The National Underwriter.

WANTED: FIELD WORK

or other Company or General Agency connection by man forty-five years of age, married, sober and industrious, with fifteen years local agency experience. Best of references as to character and ability. Address **M-42**, care The National Underwriter.

GOOD OPPORTUNITY

For young man, age 20 to 25 having general knowledge of the insurance business for insurance department of a Trust Company. State qualifications, age and salary expected. Address **M-40**, care The National Underwriter.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

ECKERT FIRM TO CONTINUE

It is announced that the John A. Eckert & Co., brokerage office of New York City, one of the oldest insurance offices in Manhattan, will function unchanged by the recent death of Mr. Eckert, president of the organization. About five years ago, according to an announcement by the office, Mr. Eckert made a deal to sell the business and good will of the firm to Alexander Heid and William G. Peet, two younger members of the firm. The sale contract provided for payments out of surplus earnings over a period of years. Life insurance running to the corporation was bought to insure payments into Mr. Eckert's estate in the event of his death before payments out of earnings were completed. After the contract of sale was made, Mr. Eckert acted principally in an advisory capacity in the office, Mr. Heid and Mr. Peet handling the affairs of the firm's clients. It is likely that Mr. Heid will become president of the firm and Mr. Peet vice-president. Excepting for these changes, the business will be continued unaltered.

INSURANCE SOCIETY ELECTS

William D. Winter has been nominated for the presidency of the Insurance Society of New York, which holds its annual meeting and election today (Thursday). Nominees for the other offices are: Vice-presidents, Lyman Candee and George E. Hayes; secretary-treasurer, Edward R. Hardy. The following have been nominated for directors: R. P. Barbour, R. H. Blanchard, Hendon Chubb, Edmund J. Donegan, A. R. Hanners, James J. Hoey, Eugene S. Hord, Frank F. Koehler, C. V. Meserole, G. F. Michelbacher, Henry Moir, W. Douglas Owens, Charles R. Pitcher, Harold S. Poole and Charles E. Wickham.

TREISS AJAX FIRE MANAGER

H. G. Treiss has been appointed New York City manager of the Ajax Fire of Newark, which received its New York license this week. His offices are at 80 John street. The Ajax is affiliated with the Sussex of Newark. In addition to representing the Ajax for metropolitan and suburban New York, Mr. Treiss represents for the same territory the American National and the Empire of Brooklyn for fire insurance, the Rochester American and the Empire for automobile, and Chesebro & Treiss have the Guaranty Fire for fire lines.

MANY FAVOR INCORPORATION

At the meeting of the General Brokers Association of the metropolitan district, consideration was given the question as to whether it was desirable for insurance brokers to incorporate their business. Majority sentiment expressed itself as being in favor of the proposition for these basic reasons: It enables the continuance of the business of an office after the death of its founder; it conserves to his family or estate the fruits of years of labor, and, finally, it insures to clients continuation of the service had while the broker was living.

BOARD TRANSFERS ARSON CASES

At its monthly meeting the New York Board adopted a resolution to turn over to the National Board its activities in connection with arson cases. The board also elected the following new members: George J. Weiss, assistant secretary; Lewis & Gendar; B. N. Graham, local secretary; Northern of England; Lawrence O. Kupillas, vice-president; Harrison Moore & Co., and Robert F. Wright of the Wright agency. The resolution on arson cases reads:

"Whereas, the National Board, through its arson committee, has a staff

of expert investigators, and has indicated a willingness to use these investigators in the territory of the New York Board, and

"Whereas, Confusion arises by investigations being conducted by more than one organization or agency, therefore be it

"Resolved, That the New York Board recommends to its members, in the event it seems necessary to conduct an investigation of the origin of a fire from a criminal standpoint, such investigation be referred to the arson committee of the National Board, and be it further

"Resolved, That pending the conclusion of such an investigation by the arson committee of the National Board, all activities of our special fund committee in such case shall be suspended; but it is understood that nothing in this resolution is intended to deprive the members of the right of individual action."

* * *

KURTH HEADS ALL COMPANIES

Wilfred Kurth, president of the Home of New York, has been elected president of the National Liberty, Baltimore and Peoples National. Frank E. Burke, vice-president of the Home, has been elected a director of the three companies. Sidney J. Weinberg of Goldman, Sachs & Co., the investment house, is made a director. The finance committee is composed of Waddill Catchings, a partner in Goldman, Sachs & Co.; Ralph Jonas, director of the Manufacturers Trust Company, and Mr. Kurth.

* * *

CONWAY NOT PRESENT

Albert Conway, insurance superintendent of New York, who was scheduled to attend the meeting of the New York State Association of Local Insurance Agents at Syracuse this week and be the main speaker at the banquet, found that he was unable to be present. Third Deputy Superintendent S. B. Macpeak was the "pinch hitter" and appeared for Mr. Conway.

* * *

KOOP HEADS N. Y. BOARD

W. H. Koop, president of the Great American, was elected president of the New York Board this week; R. P. Barbour, Northern of London, vice-president; E. C. Decker, Home, secretary; Clarence McDaniel, assistant secretary; Willard M. Chambers, North British & Mercantile, treasurer.

* * *

WENNSTROM GOES ABROAD

John M. Wennstrom, United States manager of the Svea, sailed last Saturday for Sweden. He will spend his vacation with his son, who is a medical student in Sweden. He will also visit the head offices of his company and also the head office of the Christiana General at Oslo, Norway. Mr. Wennstrom is also United States manager of the Christiana General.

Gasoline Tank Ordinance Upheld

The United States Supreme Court sustained the city ordinance of Marysville, Kan., requiring gasoline and kerosene storage tanks to be buried three feet underground, in a decision handed down this week. The Standard Oil Company and the Sinclair Oil Company had made a test of the ordinance, which was intended to lessen the fire hazard of large oil storage tanks located within the city limits. The oil companies contended that the hazard was thereby increased, and the case had attracted much attention.

The federal district court held the ordinance invalid, while the circuit court of appeals sustained it as an effective fire precaution and a proper exercise of police power.

A Word!...Mr. Agent!

When an appraisal reveals *under-insurance* in nine out of every ten cases, isn't it time that you insist upon a Lloyd Thomas appraisal for every one of your assureds?

Local agency business today is exacting and few agents can afford and stake their reputation at guessing at the *true insurable value*. This is especially true when a Lloyd Thomas appraisal gives you an authoritative value picture.

"WHAT IS AN APPRAISAL?—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance."

The Lloyd Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES

APPRAISAL ENGINEERS

4411 Ravenswood Ave., Chicago
120 Broadway, New York

Cincinnati
St. Louis
Denver
Washington
Birmingham

Cleveland
Milwaukee
Toronto
Los Angeles
Omaha

Detroit
Pittsburgh
Minneapolis
Atlanta
Berlin

Indianapolis
Memphis
Kansas City
Des Moines
London

The LIBERTY INSURANCE COMPANY

Automobile Insurance—Full Coverage—All in One Policy
Plate Glass and General Liability Insurance
Assets Over 1½ Million—Surplus to Policyholders \$600,000

Agents wanted in Ohio, Indiana, Illinois, Michigan, Kentucky, Tennessee, Alabama, Georgia, Florida, Texas, Missouri, Kansas, Arkansas and Oklahoma.

J. R. Jones,
Sec'y & Mgr.



Are YOU Getting This \$150.00 Premium?

A DEPARTMENT Store Floater Policy protects all your customer's shipments and deliveries on all classes of merchandise usual to department stores, from the time the goods are started to him until they reach his store, and from the time they leave his store until delivered to his customer.

These goods are protected while in transit against all perils of fire, lightning, cyclone, tornado, flood, earthquake, pilferage, collision, derailment and perils of the sea.

If your customer is doing \$1,000,000.00 of business a year, the premium is \$150.00; if \$100,000.00, the premium is \$15.00. The premium is based on his total volume of business.

Here are easy and profitable sales for every insurance agency—and in selling it, you are rendering a real service to your customer. A fine approach to new lines.

"Department Store Floaters" is just one of the more than fifty unusual coverages offered by McGee & Co. through local agents. It will pay you to find out about them.

Send for Complete Booklet Describing
All Coverages Offered

IF YOU DON'T KNOW WHERE TO PLACE IT

ask M'GEE

MARINE—AVIATION—ALL RISKS

WM. H. McGEE & CO., Inc.

E. D. LAWSON
Vice-President and Western Manager
Insurance Exchange Chicago

HEAD OFFICE
McGee Building
11 S. William St. New York

JAMES J. CAREY
President

JOSEPH GERSON
Vice-President

E. T. LYONS
Sec. & Managing
Underwriter

THE COLUMBIAN NATIONAL FIRE INSURANCE COMPANY

of Lansing, Michigan

Fire Windstorm Rents Use & Occupancy

AS SEEN FROM CHICAGO

NEW BRANCH NOW OPENED

The new marine branch of the Providence Washington, now located in A-1147 Insurance Exchange, Chicago, will push the inland marine coverage aggressively in the west. Heretofore the Providence Washington has given its attention largely to ocean marine but in opening its new branch office in Chicago for marine business under the management of Frank Hempstead it will strive for all marine lines. John Berenschott, superintendent of the automobile department in the western fire branch, is now located at A-1147, being, however, under the jurisdiction of Manager John R. Cashel.

The Virginia Fire & Marine, which is in the western office of the Providence Washington, is now beginning to write automobile business in the west through Mr. Berenschott's activities.

LEISSLER PUT IN CHARGE

Establishment of a service and advisory division in its insurance stock department in charge of H. N. Leissler, formerly of Houston, Tex., is announced by Lewis-Dewes & Co., investment bankers of Chicago. Mr. Leissler formerly was associated with the General Motors Acceptance Corporation in its Houston and San Antonio branches. He will work under the direction of Warner S. Conn, vice-president.

Lewis-Dewes & Co. have been dealers in insurance stocks for almost five years and have had a fully equipped trading department for almost two years. They have developed a large clientele. With a view to extending the service of the department and advising the prospective purchasers of insurance stocks as to the merits of insurance securities as permanent investment as a whole and as to the advantages of the individual issues, the new department was decided upon.

Mr. Leissler is a brother of John C. Leissler, insurance editor of the Chicago "Journal of Commerce."

GET PREFERRED RISK IN CHICAGO

Bowes & Co. have been appointed Chicago agents of the Preferred Risk Fire of Topeka, Kan.

MADE ASSISTANT MANAGERS

H. K. Dickinson and M. Le Pitre, who have been second assistant managers in the western department of the Fire Association in Chicago, have been made assistant managers. Mr. Dickinson formerly was Michigan state agent and Mr. Le Pitre Illinois state agent for the Fire Association. F. H. Burke, who has been assistant manager in the western department for some years, will continue in that capacity and with that title. However, in the future he will have lighter duties.

ILLINOIS PREVENTIONISTS MEET

The Illinois Fire Prevention Association held a dinner in Chicago Monday night. Oscar W. Rosenthal, general chairman of the committee on building ordinances of the city of Chicago, explained the work of his committee on the new Chicago building code. Ira G. Hoagland, secretary and general manager of the National Automatic Sprinkler Association, spoke on "Fire Protection." In the pictures which accompanied Mr. Hoagland's talk it was shown that many factors enter into fire prevention. Inclement weather, delayed alarms and over-dependence on fireproof construction enable fires to make headway before the fire departments can get started.

Richard E. Vernor, manager of the fire prevention department of the Western Actuarial Bureau, spoke on "The Value of Fire Protection to an Insurance Agent." Mr. Vernor said the

agent realizes more than anyone else the value of fire prevention, because he has seen the actual results of its application.

CHARLES L. HENRY RESIGNS

Charles L. Henry, who has been associated for the past 10 years with Marsh & McLennan at Chicago as auditor for the Union of Canton and the World Auxiliary and who has been in charge of the liquidation of the affairs of these companies since the curtailment of their operations in the United States, is now resigning his position with that organization. Mr. Henry was formerly the auditor for the Massachusetts Bonding at its head office in Boston. For several years previously he was connected with Weed & Kennedy in New York City.

MAKE 16 INSPECTIONS

As shown by the records of the fire prevention department of the Western Actuarial Bureau, 16 town inspection and educational campaigns were conducted by state fire prevention associations in central western territory in April, in which 514 field men participated.

Of the 5,003 risks inspected, 4,034 or 85 percent, were criticised, a total of 17,209 defects of one kind or another being discovered. In connection with the campaigns, 121 addresses were made, of which 93 were before 38,103 children, and 28 to 3,645 adults.

TUTTLE GETS PUBLICITY

Charles R. Tuttle of Chicago, western manager of North America, came into prominence last week following the disaster of the Cleveland Clinic. There was much excitement among the hospitals of the country, owing to the wide publicity of the Cleveland catastrophe. Public authorities began to assume a sort of panicky attitude and bore down on hospitals in many ways. The city authorities in Chicago at once started activity. Mr. Tuttle has for some time been giving special attention to hospital hazards from the fire insurance standpoint. Therefore, following the Cleveland disaster he got in touch immediately with the representatives of the American Hospital Association. He cautioned conservatism and deliberation in any course to be pursued by the public authorities. He met with the health commissioner of Chicago and hospital representatives. Mr. Tuttle was able to give many constructive suggestions. In the newspaper accounts he was referred to as "Dr." C. R. Tuttle of the American Hospital Association.

MISS BLUMENTHAL TO WED

Secretary Alexander M. Blumenthal of the Chicago Board and Mrs. Blumenthal have issued invitations to the marriage of their daughter, Catherine Lucille, to Richard Theodore Lorenz of the Lorenz Knitting Mills, Chicago, for next Saturday morning at St. Ita's church. A wedding breakfast will be served after the ceremony at the Edgewater Beach hotel. Mr. Blumenthal has been 28 years with the Chicago Board. He served as assistant superintendent of ratings for many years and for the last two years has been the efficient secretary.

FLEMING HEADS CHICAGO CLUB

J. Earl Fleming of Lunde & Buswell has been elected president of the Insurance Club of Chicago, succeeding John F. Stafford, western manager of the Sun. L. J. Fohr, general agent of the Connecticut Mutual Life, was chosen first vice-president; Walter A. Schmidt of Marsh & McLennan, second vice-president; Roy A. Lill, Pennsylvania Surety, third vice-president; Frank A. Dapper,

secretary; C. H. Tillmann of L. A. Rose & Co., treasurer and Donald A. Drury of the Massachusetts Accident, librarian. The new directors are John F. Stafford; L. J. Schlitz, retiring secretary; Arnold Daugaull of Purnell & Co.; J. S. Chiedo, Pennsylvania Surety and Joseph W. Bolton, Jr., Georgia Casualty. There are 295 members of which 246 are active. The club will continue in its present quarters in the Great Northern hotel for the ensuing year.

TORPE A GRANDFATHER

August Torpe, Jr., well known Chicago local agent and former president of the Chicago Board, has entered the grandfather class. A daughter has been born to Mr. and Mrs. Harold G. Schick. Mrs. Schick is the daughter of Mr. Torpe. Mr. Schick is special agent for August Torpe & Co.

COMMENT ON STOCKS

W. S. Conn of Lewis-Dewes & Co. of Chicago in commenting on insurance stocks says:

"While the general trend of the insurance stock market was slightly downward again last week, certain developments caused the affected stocks to move upward against the market. The two outstanding announcements were the increase in capital stock by the National Fire and the absorption of the Fidelity & Casualty by Continental and Fidelity Phenix. The National Fire declared an extra cash dividend of \$5 per share to existing stock, and recommended an increase in capital stock from \$3,000,000 to \$5,000,000 through the issue of rights to buy two shares of new stock for each three now outstanding for \$200.00 per share.

"Continental and Fidelity-Phenix are to exchange stock for Fidelity & Casualty in the ratio of 1 3/4 shares of Continental and 1 1/2 shares of Fidelity Phenix for each share of Fidelity & Casualty.

"The general trend is pictured as follows:

	May 14	May 21	Change
Aetna Fire	750	730	-20
Aetna Life	1390	1360	-30
Boston	925	920	-5
Conn. General Life	2350	2300	-50
Globe & Rutgers	1500	1475	-25
Hartford Fire	1105	1060	-45
National Fire	1450	1500	+50

"The National Fire figure is as of May 20, as stock is now selling ex-dividend, and is quoted 960 to 1,000. The quiet accumulation of bonds at present low price levels by insurance companies will permit them to show good capital increases when the bond market comes into its own again."

CLUB HAS NEW PROGRAM

A program for developing the Midland Club of Chicago as an insurance man's organization was outlined at a dinner in the club May 20. Clarence A. Rich, secretary of the Fire Insurance Company of Chicago and president of the club, presided and presented a report on the facilities which the club affords as a desirable rendezvous for Chicago insurance interests. O. W. Bartlett, managing director of the club, discussed a new financial program and announced that an effort will be made to obtain 800 new members from the insurance business within the next few weeks. He announced that 250 new memberships had been sold within the last 10 days. Several prominent insurance men present pledged their support toward making the club insurance headquarters in Chicago.

H. W. Carlisle of Marsh & McLennan and Secretary E. A. Henne of the American Fire companies, both active members of the club, will head a group of fire insurance men in interesting prospective members from that class. G. A. Mavon, of G. A. Mavon & Co., will be chairman of a group to interest the local agents, while P. J. Angsten of Angsten, Farrell & Co., will head a group of casualty men.

W. A. Miller, general agent for the Pacific Mutual Life, will head a group of life underwriters and E. C. Budlong,

vice-president of the Federal Life, will work with accident and health underwriters. Short talks in support of the club as an insurance center were made by E. M. Ackerman, secretary-treasurer of the Insurance Federation of Illinois, P. J. V. McKian, insurance editor of the Chicago "Evening Post," Robert E. Ward of Ward-Richards and others. A luncheon meeting will be held at the club May 23 to further perfect plans for the drive, this to be followed by another luncheon meeting on June 5.

JANSON, SPECIAL AGENT

Robert Janson has been appointed special agent for Trobaugh, Cramsie, Laadt & Co., well known Chicago agents. Mr. Janson was formerly connected with the New Amsterdam Casualty branch office in Chicago and prior to that time was connected with the western department of the Royal.

WAYNE CO. GETS BIG LINE

There was a lively skirmish in Chicago for the builders insurance on the Merchandise Mart which will be, it is claimed, the largest building in the world. It is a \$32,000,000 project. It will be completed in the spring of 1930. It is being built over the Chicago & Northwestern Railway between Wells and Orleans streets, facing the north bank drive along the Chicago river and commanding an unobstructed view of Wacker Drive and the loop district. The north side of the building on Kinzie street will be 724 feet in length. The floor area will be more than 4,000,000 square feet or approximately 92 acres. It will house manufacturers, wholesale distributors and importers. It will be 18 stories high and have a six story additional tower. The convention floor will be on the topmost floor.

One of the principal tenants will be the wholesale house of Marshall Field & Co., which has taken four entire floors. The H. L. Wayne Company of Chicago secured the entire builders' insurance line. The senior factory mutuals made a strong but unsuccessful fight for this business. The H. L. Wayne Company is placing the line entirely in stock companies. John Griffiths & Son Company are the builders and Graham Anderson, Probst & White are the architects.

The Merchandise Mart is being financed largely by Marshall Field & Co., the firm owning the building.

Frank L. Britton, vice-president of the Preferred Risk Fire of Topeka, Kan., was in Chicago last week.

Agency Gets Three Companies

Morrison & Co. of Omaha have been appointed general agents of the American Home Fire and the American Constitution Fire for Iowa, Nebraska, Kansas, South Dakota, Colorado and Wyoming. The agency also has been appointed general agent of the Stuyvesant for Iowa, Nebraska, Kansas and South Dakota. The American Home and the American Constitution recently received their Arizona and Wyoming licenses and a little earlier were licensed in the other states. They are now licensed in 18 states and applications are pending for admission to 15 more.

Public Fire Names New Officers

William T. Baird, Jr., formerly in charge of the finances of the Baird Rubber & Trading Company of New York, has been elected treasurer of the Public Fire of Newark, and also of its casualty running mate, the Public Indemnity. W. J. Throckmorton has been elected marine secretary of the fire company and J. F. Cunningham and George Hahn, assistant secretaries.

Establish Marine Surveying Department

D. O. Stuart & Co., marine agents in Detroit, have established a marine surveying and loss adjusting department, in charge of James P. Stuart, who has had experience in shipping and boat business in New York.

Whatever Your Life Insurance Needs

There is a JOHN HANCOCK POLICY to Fill Them

BE IT for personal or business protection, or for home and family, with settlement of the proceeds by lump sum or by instalment or income payments. Annuity contracts in various forms. Total Disability and Double Indemnity issued.

Special policies covering Partnership Agreements, Funds to guarantee a College Education, to provide Bequests, to cover Mortgages, Inheritance Taxes and Estate Shrinkage—thus **making certain the carrying out of almost any program involving Life or Money values.**

Group insurance has been issued since 1924. The Company now issues Wholesale and Salary Deduction insurance, to which was added in 1928 Group Accident and Sickness insurance, and Group Accident and Dismemberment insurance.

Investments are of high quality, carefully distributed as to farm and city mortgage loans, public utilities, government bonds and railway securities.

Dividend payments are at the highest scale in the Company's history. There has been a general reduction in annual cost to policyholders during the past seven years, while in the same period the Company has doubled its outstanding insurance and financial resources.

Surplus over all Liabilities, \$38,667,784
Reserves, \$447,834,175; Other Liabilities, \$9,669,748
Total Assets, \$496,171,707

John Hancock
MUTUAL
LIFE INSURANCE COMPANY
OF BOSTON, MASSACHUSETTS



We will meet here.
168 W. Adams St.
Chicago

Joe-Come
over to the
Midland Club
at noon to-
day and have
lunch. I
have several
Insurance
Friends to see.
They are
always here.
Will

SPECIALISTS in INSURANCE STOCKS

Quotations and Statistics gladly furnished.

CHARLES SINCERE & COMPANY

231 So. La Salle St.

Chicago

Branch Office, Palmer House

All Phones State 2400

MEMBERS

New York Stock Exchange
Chicago Stock Exchange

Chicago Board of Trade
Asso. Member, N. Y. Curb Ass'n.

Refer to Quotations that appear regularly in
THE NATIONAL UNDERWRITER

Insurance Stocks

BOUGHT — SOLD — QUOTED

Our Insurance and Bank Stock Department

Will Be Glad to Furnish Quotations and Information Upon Request

LEWIS-DEWES & CO INC.

111 West Monroe St.
CHICAGO

Telephone Randolph 4460

Branch Office, 930 Michigan Trust Bldg., Grand Rapids, Mich.

QUOTATIONS APPEAR REGULARLY IN THE NATIONAL UNDERWRITER

INSURANCE STOCK QUOTATIONS

(Furnished by Lewis-Dewes & Co., 111 W. Monroe St., Chicago)

Stock—	Par	Bid	Asked	Divd. Per Share	Stock	Par	Bid	Asked	Divd. Per Share
Aetna Cas. & Sur. 100	1885	1925	12.00		Great American	10	47	49	1.60
Aetna Fire	100	745	755	20.00	Great Lakes	10	12	...	1.00
Aetna Life	100	1380	1395	12.00	Guaranty	100	225	250	10.00
Agricultural N. Y.	25	193	203	4.00	Halifax Fire	10	30	33	1.00
Allemania	50	300	325	12.50	Hanover	10	84	87	1.00
Amer. Alliance	10	44	48	1.60	Harmonia F.	10	36	38	1.40
Amer. Automobile	10	80	...	2.00	Hartford Fire	100	1080	1095	22.00
Amer. Druggists	25	80	85	3.00	Hartford St. Bldg.	100	860	870	16.00
Amer. Equitable	5	38	42	1.50	Home N. Y.	100	603	607	20.00
American	5	26	28	1.00	Home Fire	10	37	39	...
Amer. Reserve	10	87	93	4.00	Homestead	10	36	38	1.00
Amer. Salama	50	85	90	3.00	Hudson Casualty	5	10	12	...
Amer. Surety	25	170	175	6.00	Import. & Export.	25	114	119	4.00
Automobile	100	570	585	8.00	Independ. Indemn.	10	24	26	...
Baltimore Amer.	5	55	57	.60	Independ. Fire	10	20	23	...
Bankers Indemn.	5	23	26	...	Ins. Co. of No. A.	10	79	81	2.00
Bankers & Ship.	25	135	145	5.00	Lincoln N. Y.	20	96	103	4.50
Boston Ins.	100	925	950	16.00	Lloyds Casualty	10	36	38	...
Brooklyn	...	24	27	...	Md. Casualty	25	140	146	5.00
Buffalo	100	450	...	13.00	Mass. Bonding	25	163	174	4.00
Camden	5	34	36	1.00	Merchants Com.	10	132	138	2.00
Carolina	10	44	46	1.40	Merchants Fld.	100	120	...	2.50
Central West Cas.	50	60	64	2.00	Mechanics	...	25	100	...
Chicago F. & M.	10	37	41	...	Merch. & Mfrs.	5	25	30	...
City of N. Y.	100	760	775	16.00	Metropolitan N.Y.	10	10	...	1.00
Colonial States	10	24	27	...	Mohawk Fire	25	65	70	...
Columb. National	25	20	...	...	National Cas.	10	42 1/2	45	1.20
Commercial Cas.	10	48	51	2.00	National F. Ct.	100	1490	...	25.00
Commonwealth	100	750	...	20.00	National Liberty	5	31	33	...
Constitution Ind.	10	28	31	...	National Union	100	330	340	12.00
Cont. Casualty	10	68	70	1.60	National Surety	50	124	127	5.00
Continental	10	85	87	2.00	New Amsterdam	10	84	86	2.00
Detroit Fld. & Sur.	50	57	62	4.00	New Brunswick	10	44	47	1.20
Detroit F. & M.	100	290	340	10.00	New Century Cas.	50	...	...	6.00
Detroit National	25	23	...	1.25	New England	10	50	55	1.00
Eagle N. J.	20	90	95	4.00	New Hampshire	100	650	...	16.00
Employ. Re-Ins.	10	34	37	...	New Jersey	20	62	67	2.00
Excelsior	5	12	14	...	New York Cas.	25	112	116	4.00
Federal N. J.	10	110	118	...	Niagara Fire	25	180	185	4.00
Federal Surety	...	40	44	...	Northern N. Y.	25	135	145	3.75
Fidelity & Cas.	25	220	225	5.00	North River	25	440	450	8.50
Fidelity & Dep.	50	300	315	8.00	N. W. National	25	150	160	5.00
Fld. & Guar. Fire	10	64	67	...	Occidental	10	26	28	...
Fidelity-Phe.	10	102	104	2.00	Pacific Fire	25	175	190	5.00
Fire Assoc.	10	47	48 1/2	2.50	Pacific Indem.	50	225	...	6.00
Fireman's Fund	25	111	114	5.00	Peoples National	5	35	37	1.00
Firemen's	10	42	44	2.20	Phila. Nat'l	10	24	27 1/2	...
Franklin	25	210	218	8.00	Phoenix Ct.	100	1000	1010	20.00
Gen. Cas. & Sur.	...	27	...	...	Pioneer Fire	20	20	...	...
General Surety	25	125	135	...	Preferred Accl.	100	525	550	12.00
Ga. Casualty	5	20	24	...	Presidential	25	29	33	...
Glens Falls	10	68	71	1.60	Prov.-Wash.	100	920	935	20.00
Globe & Rut.	100	1480	1510	24.00	Public Fire	5	25	27	...
Globe Und. Exch.	...	24 1/2	25 1/2	...	Reliance	10	20	23	1.20
Gt. Amer. Cas.	25	15	20	...	Rhode Island Ins.	10	38	42	...
Great Am. Indem.	10	52	57	...					

Active Markets in

Insurance Stocks Bank Stocks

Miller Investment Company

120 So. La Salle St., Chicago

Telephone Franklin 7888

INSURANCE STOCKS

BOUGHT -- SOLD -- QUOTED

SPECIALISTS FOR 18 YEARS

Inquiries Invited

H. W. CORNELIUS & CO.

105 So. La Salle St. Telephone Randolph 9168

Chicago

Refer to National Underwriter Quotations

INSURANCE STOCKS

Bought—Sold—Quoted



P.W. CHAPMAN & CO., INC.

Insurance Stock Department

115 W. Adams St.
CHICAGO

42 Cedar Street
NEW YORK

Roch.-Amer. Ins.	48	52	...	Transportation	25	40	44	...
*Russia	10	20	24	Travelers	100	1980	2000	24.00
Seaboard Sure.	10	20	24	United States	10	135	140	2.40
Security N. H.	25	122	128	U. S. Casualty	25	118	122	...
Southern Surety.	10	40	42	U. S. Fld. & Guar.	10	71	74	2.00
Springfield	25	190	200	U. S. Mer. & Ship.	100	475	485	8.00
St. Paul F. & M.	25	188	194	Universal	25	80	85	3.50
Standard Aech.	50	275	325	Victory Ins.	10	20	23	1.20
Standard Federal.	10	22	25	Virginia F. & M.	25	130	145	4.50
Stuyvesant	100	455	465	Westchester	10	81	83	2.50
Sylvania	10	29	34					
Trans. Indemnity.	10	19	24					

*—Rights 10-11.

NEWS OF THE COMPANIES

WILL INCREASE ITS CAPITAL

National Fire of Hartford Directors Vote to Raise That Item to \$5,000,000

The directors of the National Fire of Hartford declared a special dividend of \$3 a share and voted to increase the stock from \$3,000,000 to \$5,000,000, the additional stock being issued at the rate of two extra shares for every three shares of present stock at \$200 a share. The special dividend takes the place of the extra dividend, which has been paid in November during previous years. It is not the intention to continue the special dividend heretofore paid in November. The directors are favorable to changing the par value of \$100 to \$10 a share. The purpose of the increase in capital is to provide the Mechanics & Traders, Transcontinental and Franklin National, all affiliated companies, with additional resources. The bid for stock went up about 50 points from 450 to 500, with little or no stock offered.

HOME OFFICE REPORT GIVEN

Comment Made on Financial Showing of Liverpool & London & Globe at Annual Meeting

At the meeting of the directors of the home office of the Liverpool & London & Globe last week the report of the fire department showed a premium income after deducting reinsurance amounting to \$4,698,099. The losses amounted to \$2,211,264, the loss ratio being 47.07 percent. After allowing for expenses the fire account shows a surplus of \$314,259 of which \$19,411 has been added to premium reserve.

Conservative Policy Pursued

The report stated that last year the company carried on a well defined policy of conservative underwriting in the United States. Its premium income there shows only a slight increase. However, the general results have been greatly improved. Owing to the new companies in the United States and the added resources of American companies, the report read at the meeting stated that competition will become even keener in the future.

Casualty Competition

Speaking of the casualty business in the United States the chairman stated that last year the companies showed a much smaller rate of increase, owing to the number of new and important companies organized. The older offices, he said, are experiencing difficulty in maintaining their premium volume at remunerative rates.

New Hampshire

The directors of the New Hampshire Fire this week voted to recommend to stockholders a reduction of shares to \$10 par and an increase of \$500,000 to capital stock. One-half of this is to be paid in the stock dividend and one-half is to be sold to agents, employees and others. President F. W. Sargent feels that the New Hampshire agents and employees will be glad to avail themselves of the opportunity to purchase its stock.

ANNUAL REPORT PRESENTED

London & Lancashire Gives Figures Showing the Results of Its Operations Last Year

At the annual meeting of the London & Lancashire in London the report of the fire department for the year showed net premiums £3,447,447. The losses were £1,529,612. Including interest of £155,360, the surplus from this department amounted to £662,438. The fire fund now stands at £3,779,000. The marine premiums were £1,475,944 and the losses £1,074,396. The marine fund is now £1,490,500. The accident and general department reported premiums £2,437,130 and losses £1,303,814. The accident fund is now £1,775,000. The total funds of the London & Lancashire, including the life now amounts to £21,670,050.

United States Fire

Assuming that stockholders of the United States Fire at a special meeting June 14 endorse the recommendation of its directors, the capital of the company will be increased to \$5,000,000 through the declaration of a \$1,000,000 stock dividend.

FUNKHOUSER & ROBERTS GET AMERICAN EQUITABLE

Funkhouser & Roberts of Olney, Ill., have been given the Illinois general agency for the American Equitable, making the third of the Corroon & Reynolds companies in their office. They already have the Bronx Fire and the Merchants & Manufacturers Fire. The Merchants & Manufacturers has placed its Topeka, Kan., representation with the Nellis Agency.

Attorney General Summoned

Attorney General Carlstrom of Illinois will be called to testify Friday of this week before Judge Fitch in Chicago as a witness in the Marquette National Fire receivership case. Former Director of Trade and Commerce Bailey testified that he employed special counsel at the direction of the attorney general. Large fees were paid to different lawyers. Attorneys for the Pioneer Fire, a creditor, contend that this legal work should have been done by the attorney general. Just how far Attorney-General Carlstrom gave instructions will be brought out in the hearing.

Liquidation Bill Signed

Governor Emmerson of Illinois has signed the Searcy bill providing for the removal of offices of companies being liquidated by the Illinois director of trade and commerce to Springfield. This bill is to prevent the irregularities of having the liquidating done at some point distant from state headquarters.

Charles Hendry Manager

Charles Hendry, who has been joint manager of the London & Lancashire at the home office, has been appointed general manager following the retirement of F. W. Mills, who had been one of the managers. Mr. Hendry is a very able underwriter.

SERVICE—

With us, SERVICE means all that the word implies . . .



AUTOMOBILE INSURANCE

FORT DEARBORN INSURANCE CO.

JOHN L. WALKER, Pres.

222 W. Adams St.

Chicago

The TOKIO

MARINE AND FIRE INSURANCE COMPANY, Limited

United States Fire Branch: 80 John Street, New York

J. A. KELSEY, General Agent GEORGE Z. DAY, Ass't Gen. Agt.

U. S.—Statement December 31, 1928

ASSETS	\$10,841,544.57
PREMIUM RESERVE	2,440,278.09
OTHER LIABILITIES	866,029.87
NET SURPLUS	7,535,236.61

Chicago Branch: 175 West Jackson Blvd.

Frederic O. Hesse
Field Supervisor

Alfred J. Couch
Manager Brokerage and Cook County Depts.

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager; H. E. WRIGHT and NORA VINCENT PAUL, Vice-Presidents; WILLIAM A. SCANLON, Southwestern Mgr. GEORGE C. ROEDING and O. E. SCHWARTZ, Asso. Mgrs.

C. M. CARTWRIGHT, Managing Editor
FRANK A. POST, Associate Editor

PUBLICATION OFFICE, Insurance Exchange, CHICAGO. Telephone Wabash 2704
CINCINNATI OFFICE, 429 E. Fourth St., Telephone Main 5781. RALPH E. RICHMAN, Manager.
E. R. SMITH, Statistician; ABNER THORP, JR., Director Life Insurance Service Dept.

NEW YORK OFFICE: 80 Maiden Lane, Tel. John 1032
NORTHWESTERN OFFICE, DES MOINES: 313 Iowa Nat'l Bank Bldg., Tel. Market 3957
W. W. DARROW, Eastern Manager
J. M. DEMPSEY, Resident Manager
GEORGE A. WATSON, Associate Editor
DETROIT OFFICE: 848 Book Building, Tel. Cadillac 0004
O. M. KOENIG, Resident Manager
CHESTER C. NASH, JR., Associate Editor
SAN FRANCISCO OFFICE: 105 Montgomery Street, Tel. Kearny 3399, FRANK W. BLAND, Resident Manager
SOUTHEASTERN OFFICE—ATLANTA, GA.: 1517 Fourth National Bank Building
W. J. SMYTH, Resident Manager

Entered as Second-class Matter February 24th, 1900, at Post Office at Chicago, Ill., Under Act, March 3, 1879

Subscription Price \$4.00 a year; in Canada, \$5.00 a year. Single Copies 20 cents.
In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50

Member of

AUDIT BUREAU OF CIRCULATIONS

Associated Business Papers, Inc.

National Publishers Assn., Inc.

Contribution of Insurance to Humanity

INSURANCE men often do not appreciate the contribution that their business makes to humanity. They look primarily upon the indemnifying service. While realizing that insurance is a shock absorber in case of loss, the fact that it has a vital relationship to the safety and betterment of mankind is often overlooked.

For example the dreadful catastrophe that overtook the splendid Cleveland Clinic and brought horror to many who were involved in that disaster attracted world-wide attention. The fire insurance experts, however, were aware of the dangers of storage of films used in x-ray work. Since last June in Western Union territory, for example, the state rating bureaus have had special men assigned investigating and inspecting all the hospitals in their territory. A report was made on this Cleveland hospital in April. The fire insurance inspectors, while primarily engaged to unearth hazards that add to fire loss, are at the same time not unkind of the humane aspect of their calling. Safeguards for storing inflammable films had been pro-

mulgated. Fire insurance experts have written articles on the subject. The peril that might arise in case of lack of care was emphasized. Hospitals were urged to employ every possible means of eliminating dangers. Many hospitals themselves did not give heed to the warning. They have been in danger and have done nothing to remove hazards.

The modern fire insurance rating schedule attempts to reduce hazards and, therefore, decrease loss of life and property by appealing to the mercenary instincts of owners. It gives credits for the removal of hazards. Inspectors call attention to dangers. Insurance experts are recommending better fire protection, greater municipal safeguards, more careful installation and inspection of electric wiring, more modern building codes. All these pertain more to the human side of living than to property ownership. Thus the great business of insurance is contributing much to the welfare of humankind in endeavoring to make the world a safer and better place in which to live.

Need of the Human Element

WE must never overlook the desirability of the human element in insurance. That is after all a big factor and will continue to be. The insurance business is carried on by human beings. They may be cogs in a big wheel, but they amount to something. Insurance is a very human business. There is a sort of fraternity in it. In a recent issue of the Saturday "Evening Post," a writer rather criticized large enterprises for reducing the human factor. His words might well be taken to heart. He said:

"Lately there seems to be a tendency to put implicit trust in machinelike organization, to believe an enterprise can go on automatically if sufficiently well planned. But organization can never quite take the place of individual human contact. If big business ever disintegrates and America goes back to a system of small, individually owned enterprises, it will be because big business has become too machinelike, too forgetful of the human factor.

"Some corporations overlook one of the fundamentals of human nature—

namely, the desire of people to be treated like human beings, not automations. On the day when American business becomes so big that it forgets the human element and depends altogether on organization, on machine-made system, it is decadent and ripe for a change.

"The reason lies deep in human consciousness. Life without friendly contacts is unbearable to most people. Each of us lives in a little circumscribed world of his own. We know how life is within our own small confines, but we do not know if it is the same to other human beings. All the literature that has ever been written makes its appeal to the desire of the individual to learn if life is the same to other people that it is to them. In our hearts all of us are lonesome—lonesome and a bit afraid—afraid of being alone in a universe that is beyond our understanding.

"We want reassuring contacts with other human beings. If business, by becoming big, eliminates the friendly, the neighborly, then people will desert big business and go back to little business to spend their money."

PERSONAL SIDE OF BUSINESS

Ralph G. Hinkley of Boston, New England manager for the American of Newark, was the principal speaker at the meeting of the Cape Cod Chamber of Commerce May 16. The theme of his talk was "What to do before the adjuster arrives to settle your claim."

S. W. Hart, an agent at Perry, N. Y., was the subject of a practical joke recently. Evidently someone sent in orders for various lines of goods to concerns all over the country asking that shipment be made to Mr. Hart. The first inkling that Mr. Hart got of the joke was an inquiry from Rochester, N. Y., on an order for a number of motor driven lawnmowers. Among the orders billed were some for rubbish burners, window ventilators, books, Forbes Business Library and so on.

George W. Blossom, chairman of the board of Fred S. James & Co., sailed from New York with Mrs. Blossom and their daughter and son-in-law for a three-month sojourn in Europe.

J. B. Levison, president of the Fireman's Fund group, who with his son George and Mrs. Levison recently toured Europe and Egypt, will give a lecture on Egypt before the employees' association of his companies, May 28. The lecture will be illustrated with stereopticon views taken by his son during their visit.

Two Cleveland insurance men, Capt. John T. Ward and Samuel Haas, lost their lives in the big Cleveland Clinic disaster May 15. Captain Ward had been with the Cleveland office of the Travelers for 21 years and was one of its leading producers. At a very early age he became a sailor on the Great Lakes and later took to ocean-going boats. He became a captain but retired at 45 to take up insurance. He was a member of both the Cleveland Life Underwriters and the Insurance Board of Cleveland. Mr. Haas was a solicitor for the Everetts-Tremaine-Flicker Company.

The engagement of Walter W. Belson, secretary of the Insurance Federation of Wisconsin, to Miss Margaret Taugher of Milwaukee has been announced.

The marriage will take place June 26.

Willis G. Wood, Secretary of Marsh & McLennan, died Sunday at his home, Windemere East, Chicago, following a brief illness. He was born in Ann Arbor, Mich., Nov. 28, 1865, educated in Indianapolis, and started his business career with the Indiana National Bank of that city. In 1892 he went to Chicago, joining the office of D. W. Burrows. A few years later he was placed in charge of accounting and finance of the D. W. Burrows Company, remaining in that capacity through the formation and consolidation in 1905 of the firm of Burrows, Marsh & McLennan.

When the present firm of Marsh & McLennan was incorporated, he was elevated to the position of secretary and assistant treasurer. Mr. Wood was a man of charming personality and beloved by all of his associates.

Frank R. Bell of Patterson, Bell & Crane, Charleston, W. Va., local agents, former president of the National Association of Insurance Agents, has been elected president of the Kanawha County Club in his city.

Clarence A. Ludlum, vice-president of the Home of New York, was scheduled to be in Chicago this week and to journey on to the Pacific Coast, combining a business and personal trip. Once a year Mr. Ludlum visited his venerable father, who lived with his daughter, Mrs. Suydam, whose husband is a member of the firm of Quitzow & Suydam of Los Angeles, state agents of the Home group in southern California. The father was nearing the age of 90. He had been in ill health for some time and died before Mr. Ludlum started on his trip. The elder Ludlum's old home place was at Jamaica, L. I., where Vice-President Ludlum resides. The funeral services will be held from the Presbyterian church in Jamaica, where a Ludlum has been on the board of trustees for 120 years. C. A. Ludlum planned to go to Los Angeles and after completing his visit there to return via Denver, where he is billed to speak before the Association of Fire Insurance General Agents the first week in June.

Huston Erle Wright Is Dead

Huston Erle Wright, senior field man and vice-president of THE NATIONAL UNDERWRITER, died Tuesday night of this week at his home in Downers Grove, Ill., after a lingering illness.

Mr. Wright became associated with THE NATIONAL UNDERWRITER organization in Cincinnati in 1908. He had come in touch with John L. Shuff, home office general agent of the Union Central Life, who induced President E. J. Wohlgemuth of THE NATIONAL UNDERWRITER to attach him to the organization. Mr. Wright started selling subscriptions in Ohio.



H. E. WRIGHT

Located in Chicago

While he lacked educational advantages in his early life and had to overcome many obstacles, he made up any deficiencies in this direction by his great industry, enthusiasm and driving power. In 1909 Mr. Wright moved to Chicago and then started his career of construc-

tive business building for THE NATIONAL UNDERWRITER in the west, south and Pacific Coast. He had a distinct individuality that people never forgot. He was most cordial in his attitude. Later on Mr. Wright was stationed at Minneapolis covering the northwest states. Subsequently he returned to Chicago and worked out of that city. He was born and raised in Cincinnati and often returned to the scenes of his youth which he cherished with great fondness.

Forced to Give Up Work

Last fall Mr. Wright was forced to give up his active duties, went to a hospital in Chicago for treatment and after the first of this year started on the road. It was apparent to those who came in contact with him that much of his old-time vim was lost. For a few weeks he strove against physical odds and then finally succumbed, retiring to his home, where he lingered for a number of weeks, undergoing much pain and increasing weakness. The funeral services will be held from his home in Downers Grove at 3 o'clock Thursday afternoon. The body will be taken to Cincinnati for interment, services being held at Spring Grove cemetery chapel at 2 o'clock Friday. Mr. Wright is survived by Mrs. Wright and an adopted daughter.



INSURANCE IN INDUSTRY

Public utilities and insurance—two great and influencing factors of modern living. Yet we are apt to overlook them until deprived of the benefits they furnish. A hostess with no electricity for her decorative lights. An office without a telephone. When the modern conveniences provided by great utility organizations are taken from us that is the time we appreciate most the excellent service they give us.

When one experiences a loss with insufficient insurance protection, that is the time when the real value of insurance is impressed upon him—but then too late. Happily insurance agents of today are exerting every effort to give their clients complete insurance protection in a strong, dependable company like the American Eagle.

AMERICAN EAGLE FIRE INSURANCE COMPANY EIGHTY MAIDEN LANE, NEW YORK, N.Y.

ERNEST STURM, Chairman of the Board.
PAUL L. HAID, President.

CASH CAPITAL—ONE MILLION DOLLARS

New York

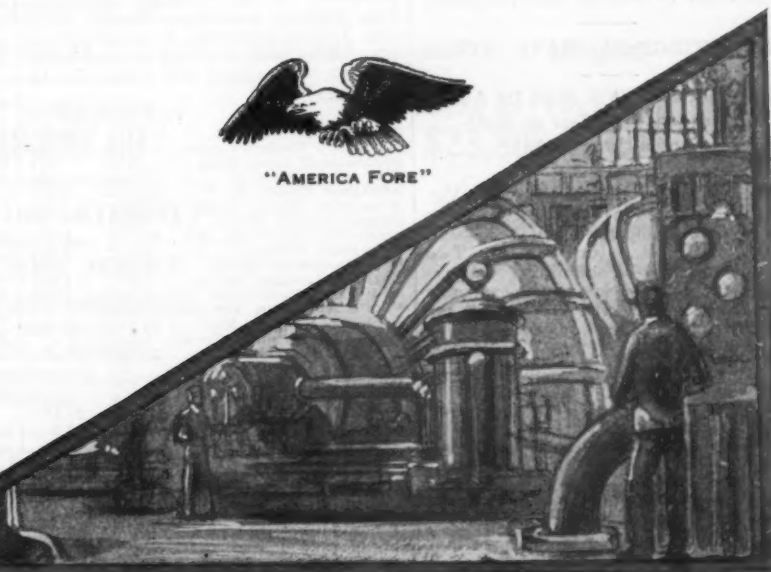
Chicago

Dallas

San Francisco



"AMERICA FORE"



FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

LAWSON WILL NOT RETALIATE

Commissioner Will Take No Further Action in West Virginia Commission Rate Question

CHARLESTON, W. VA., May 22.—The temporary injunction restraining Edgar C. Lawson, insurance commissioner, from interfering with the fire insurance companies in their program of commission rates based upon separation has taken the matter finally entirely out of the department. Mr. Lawson says he is willing to abide by the ruling of the court and will not undertake to make any other move by way of retaliation.

Some of the local agents have urged him to use the new law permitting him to supervise rates, but he declines to take that step. He has no funds at his disposal to employ rate experts and go into a long-time study of existing rate classification. He is not disposed to order a horizontal percentage reduction because he has nothing definite to back up any such move.

Talk of Rate Reduction

Others of the local agent group now talk of organizing a public clamor for rate reduction, getting mercantile associations, chambers of commerce and other bodies to unite in a legal suit in state courts to restrain the fire insurance companies from writing further insurance on existing rates. But just now the natural gas people are before the state public service commission in a hearing for an increase in rates, so it does not appeal to business men as a likely time to disturb the public with an insurance row.

What is really going on now with the local insurance men is that every man is trying to work out his own case in the best light he has. Many who held off from signing and did not make returns are now settling up with their companies. They will all eventually sign up.

But the present year will show a great shifting of premium receipts by the companies doing business in this state. Many of the companies that are low in the list of total premium receipts will be offered all the business they may want to carry, while others up towards the top of the list will be handicapped by the latent feeling of disgust of them by many local agents who will not be so eager to load up such companies.

WEST VIRGINIA DATE FIXED

State Association Will Hold Its Annual Convention This Year at Huntington June 18-19

The annual meeting of the West Virginia Association of Insurance Agents will be held at the Farr Hotel in Huntington, W. Va., June 18-19. Two amendments will be submitted. One refers to the composition of the executive committee, which will consist of the chairmen of all other committees. This committee shall have charge of all matters affecting the interests of the association and shall have power to employ such servants as agents as may be necessary in the conduct of its affairs. The presidents of local boards, whose membership is composed of members of the West Virginia association, shall be ex-officio members of the executive committee. Another amendment refers to changing the constitution, which stipu-

lates that any amendment may be made at any regular meeting. The Huntington local board is planning to act as local host.

Assembling Ohio Rate Data

Fire insurance companies which transact business in Ohio are sending to Fackler & Breiby of New York, actuaries, answers to certain questionnaires which were sent to them some months ago in connection with the investigation of fire insurance rates in Ohio, which had been ordered by the state supreme court. As soon as this information is assembled and digested it will be turned over to the state department of insurance for its action. Superintendent Younger this week said that the assembling of the data has not yet reached the point when further steps in the investigation can be determined.

Schutte to Continue in Charge

F. H. Schutte, who has had charge of the electrical inspection department in the Cincinnati office of the Ohio Inspection Bureau during the illness of W. B. Hubbell, who died recently, will continue in charge of that work. Mr. Schutte has been with the Ohio Inspection Bureau since January, 1903. He was located in the Hamilton district for seven years. He is thoroughly familiar with the electrical situation throughout the Cincinnati territory.

State Offices Are Moved

CLEVELAND, O., May 22.—As a result, in part, of the Cleveland tragedy last week, the state office will be moved at once from the old Hartman

Hotel building in this city to the Pure Oil Company building, High and Chestnut streets. Here all the films belonging to the industrial commission, there being more than a million of them, will be housed in steel vaults. Tests made the past week with the burning of a small piece of film showed that within a second or two after the film was lighted, the rooms filled with fumes and it was necessary to open the windows. All the valuable records of the industrial commission, with those of other departments, are kept in the building, and a fire would cause a loss that could not be replaced.

State Buildings Suffer Losses

A loss estimated at upwards of \$75,000 was incurred in a fire which destroyed the woolen mill in the state penitentiary at Columbus, O., this week. A short circuit is believed to have been the cause, the warden scoffing at a suggestion that the building may have been set afire. Several buildings at the state brick plant at Junction City, O., also were burned, with a loss put at \$50,000.

Ohio Notes

B. H. Lawrence, an insurance man at Marion, O., has been elected clerk of the Marion county board of elections.

The annual golf tournament of the Ohio Blue Goose will take place June 4 at the Arlington Country Club in Columbus. A dinner will be served following the tournament.

Jack Rubenstein, deputy state fire marshal in the Cincinnati district, obtained a confession last week from James Latham of Reading, who had burned his dwelling. Mr. Rubenstein is actively investigating a number of fires which have occurred recently in his territory.

Five business firms at Columbus, O., suffered a loss of about \$60,000 when an automatic sprinkler let go on top of a warehouse after a slight fire broke out on the roof of the building. The fire loss itself will not exceed \$1,500. Losses included those of the L. & C. Leather Company, which sustained about \$50,000 damage to stock by water; C. & Z. Furniture Company, United Transfer Company, Hart Manufacturing Company and Thompson Window Display Company.

CENTRAL WESTERN STATES

REVISED FIGURES ARE GIVEN

Illinois Department Corrects Its Preliminary Tabular Table Showing State Premiums of Reciprocals

The Illinois insurance department in sending out its preliminary figures for the year made a grievous error in giving the reciprocals their entire premiums for all their business in the Illinois premium column. This, therefore, was out of all proportions. The total Illinois premiums of the Illinois reciprocals were \$160,643 and losses \$44,774. The total Illinois premiums of reciprocals of other states were \$197,142 and the losses \$115,503. Premiums and losses for Illinois are:

	Premiums	Losses
Canners Exchange	\$88,186	\$16,997
Hardware Underwriters	51,050	27,589
Sprinkler Risk Und.	7,486	331
Warner Reciprocal	13,920	158
Affiliated Under. N. Y.	41,050	6,977
American Exch. Under.	23,012	543
Druggists Ind. Exch., Mo.	7,804	191
Equitable Fire Und., Mo.	12,762	6,123
Individual Under.	5,912	3,334
Inter-Insurance Exch.	1,282	60
National Lumber Mfrs.	1,677	4,864
New York Reciprocal	5,166	2,647
North American Int.-Ins.	290	...
Reciprocal Exch., Mo.	44,593	28,904
Reciprocal Underwriters	1,342	...
Retail Lumb. Exchange	12,320	30,854
Theatre Underwriters	85	...
Tornado Int. Ins. Exch.	418	...
Underwriters Exch., Mo.	3,619	4,392
Universal Underwrit.	26,093	24,817
Western Reciprocal Und.	9,719	2,693

The Republic Agency of Western Michigan, located at Grand Rapids, has incorporated with \$10,000 capital. Incorporators are W. O. Mannel, J. E. Tiejema and W. F. Kirkhof, all of Grand Rapids.

NEW QUALIFICATION BILL UP

Following Defeat of Former Measure in Illinois House Another Modified Act Is Proposed

Following the defeat of house bill 309 in the Illinois legislature, which was the agency qualifications bill, it will be rewritten and introduced under another number. The bill drew the opposition first of the Illinois legal reserve life companies because of the personal examination feature for agents. Heretofore the Illinois companies have been exempt from paying license fees or getting agents' licenses. Therefore, the personal examination feature was eliminated and an amendment was inserted provided that an applicant should fill out a blank giving such information as the insurance department required. Roy Juul, one of the representatives, an attorney in Chicago, fought the agency license bill very strenuously on the ground that it gave the department authorities too much power. An agent's license, he pointed out, could be revoked "for cause." There were no definite causes given as to reasons for revoking a license. He said that political power might be used objectionably. In the new bill, there will be definite causes for revoking a license.

House bill 310 providing for the licensing of insurance brokers has been recalled from third reading to second reading for amendment. It drew the fire of the Chicago Real Estate Board and the corporation counsel's office in Chicago. The amendments will reduce the annual license fee from \$5 to \$2,

fixing the renewal fee at \$1 and will provide that when a broker is licensed by the state he must report the transaction to the municipality or community in which he resides. Chicago has had considerable difficulty in taxing and licensing brokers in ascertaining which ones should pay a license. Therefore, the corporation counsel in Chicago is anxious in the state license bill to provide a means for checking up on municipal brokers' licenses. An amendment will be made to limit the municipal license to a maximum of \$25.

B. L. HEWETT, JR., MADE MICHIGAN CHIEF RATER

B. L. Hewett, Jr., manager of the Kalamazoo office of the Michigan Inspection Bureau, has resigned that post to become chief rater in the Michigan insurance department. Mr. Hewett is well known in amateur golf circles, having been runner-up for the state championship on two occasions and a consistent tournament player. He is a son of B. L. Hewett of Rawlings & Hewett, Lansing, western managers of the Boston and the Old Colony.

The Kalamazoo Underwriters Association gave a dinner for Mr. Hewett when he left that city, at which he was presented with a leather golf bag by William Pendleton, on behalf of the club. Horace Correll, deputy insurance commissioner was a guest and gave a short talk on the recodification of the insurance law which has just passed the legislature.

Bray Heads C. of C. Committee

C. O. Bray, Indiana state agent of the Hartford Fire, has been appointed chairman of the Indianapolis chamber of commerce insurance committee, succeeding Joseph W. Stickney, who has been appointed chairman of the organization's fire prevention committee. Mr. Stickney has been highly commended for the results the insurance committee has secured during the past two years under his leadership. Mr. Bray has also been an active member of the committee.

Launches Speakers Bureau

Elbert Storer, president of the Insurance Federation of Indiana, announces a new bureau to provide speakers on insurance topics for civic and other organizations throughout the state. Howe S. Landers has been named as chairman of the accident and fire prevention committee and the uniform traffic regulation committee.

Michigan Membership Drive Continues

LANSING, MICH., May 22.—Unusually prompt results are being obtained so far in the campaign of the Michigan Association of Insurance Agents to add to its membership. The drive, so far conducted wholly by mail, has already netted 41 new members, according to association officers, and personal solicitation of prospects is only starting. None of the members so far obtained is credited to other factors than the series of four letters sent out by the membership committee to a selected list of non-member agents. These letters pointed out in convincing style the advantages of association affiliation and they have obviously been getting results.

The names of the eligible agents now, however, have been turned over to a clean-up squad consisting of key men throughout the state who will be expected to round up the prospects in their respective districts and get them on the membership rolls.

Announce Fire College Program

DETROIT, May 22.—The tentative program of Michigan's first fire college, to be held at Sault Ste. Marie in connection with the convention of the Michigan

(CONTINUED ON PAGE 27)

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

NEAL BASSETT, President

A. H. HASSINGER, Vice President

JOHN KAY, Vice President

WELLS T. BASSETT, Vice President

JANUARY 1ST, 1929, STATEMENTS

ORGANIZED 1855 FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$56,065,676	\$19,562,550	\$13,500,000	\$23,003,126	\$36,503,126

ORGANIZED 1853 THE GIRARD F. & M. INSURANCE COMPANY OF PHILADELPHIA, PA.

\$6,036,606	\$2,834,468	\$1,000,000.00	\$2,202,138	\$3,202,138
-------------	-------------	----------------	-------------	-------------

ORGANIZED 1854 MECHANICS INSURANCE CO. OF PHILADELPHIA, PA.

\$4,881,357	\$2,770,413	\$600,000.00	\$1,510,944	\$2,110,944
-------------	-------------	--------------	-------------	-------------

ORGANIZED 1866 NATIONAL-BEN FRANKLIN FIRE INS. CO. OF PITTSBURGH, PA.

\$5,021,040	\$2,502,744	\$1,000,000.00	\$1,518,297	\$2,518,297
-------------	-------------	----------------	-------------	-------------

ORGANIZED 1871 SUPERIOR FIRE INSURANCE CO. OF PITTSBURGH, PA.

\$4,837,240	\$2,492,229	\$1,000,000.00	\$1,345,011	\$2,345,011
-------------	-------------	----------------	-------------	-------------

ORGANIZED 1870 CONCORDIA FIRE INSURANCE CO. OF MILWAUKEE, WIS.

\$5,359,805	\$2,486,092	\$1,000,000.00	\$1,873,712	\$2,873,712
-------------	-------------	----------------	-------------	-------------

ORGANIZED 1886 CAPITAL FIRE INSURANCE CO. OF CONCORD, N. H.

\$666,599	\$196	\$300,000.00	\$366,403	\$666,403
-----------	-------	--------------	-----------	-----------

TOTAL OF ASSETS
\$82,868,323.00

TOTAL OF LIABILITIES
\$32,648,692.00

TOTAL NET PREMIUMS
\$23,808,303.00

WESTERN DEPARTMENT
844 Rush Street
Chicago, Illinois

H. A. CLARK, Manager
Assistant Managers
H. R. M. SMITH
JAMES SMITH JOHN R. COONEY

EASTERN DEPARTMENT
10 Park Place
NEWARK, NEW JERSEY
CANADIAN DEPARTMENT
461-467 Bay Street
TORONTO, CANADA
MASSIE & RENWICK, Limited,
Managers

PACIFIC DEPARTMENT
60 Sansome Street
San Francisco, California
W. W. & E. G. POTTER,
Managers

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL



Globe & Rutgers

FIRE INSURANCE COMPANY



111 William St., New York City

JANUARY 1st, 1929

ASSETS		LIABILITIES	
Bonds and Mortgages.....	\$ 151,234.90	Capital	\$ 7,000,000.00
U. S. Liberty Bonds.....	505,000.00	Surplus	37,252,917.34
Government, City, Railroad and other Bonds and Stocks.....	86,471,541.50	Reinsurance Reserve	24,332,695.62
Cash in Banks and Office.....	3,471,419.30	Losses in Course of Adjustment....	10,300,032.00
Premiums in Course of Collection..	7,356,287.74	Commission and other Items.....	7,800,000.00
Interest Accrued	225,533.04	Reserve for Taxes and Depreciation	11,505,000.00
Reinsurance Recoverable on Paid Losses	9,628.48		
	\$98,190,644.96		\$98,190,644.96

Surplus to Policy Holders . . . \$44,252,917.34

Losses settled and paid since organization over \$242,000,000

Losses settled and paid 1928....\$17,030,337.70

ISSUES POLICIES AGAINST

Fire, Marine, Tornado, Earthquake, Flood, Hail, Explosion, Riot and Civil Commotion,
Sprinkler Leakage, Inland Marine Transportation, Parcel Post, Automobile, Aviation Insurance

Agents in Canada, Manila, Shanghai, London and Principal European Cities

E. C. Jameson, President

Lyman Candee, Vice-President

A. H. Witthohn, Secretary

W. H. Paulison, Vice-President

A. G. Cassin, Secretary

J. H. Mulvehill, Vice-Pres. and Secy.

J. L. Hahn, Assistant Secretary

J. D. Lester, Vice-President

Scott Coleman, Assistant Secretary

Progress since Consolidation in 1899

	Assets	Reserves	Surplus
Dec. 31, 1899.....	\$ 529,282.59	\$ 28,832.54	\$ 2,028.94
Dec. 31, 1910.....	5,255,362.12	1,936,224.86	2,365,363.37
Dec. 31, 1920.....	42,765,374.55	16,593,764.16	11,361,311.89
Dec. 31, 1925.....	67,922,096.58	20,265,572.73	24,161,943.85
Dec. 31, 1927.....	80,193,738.67	21,794,727.64	29,514,599.03
Dec. 31, 1928.....	98,190,644.96	24,332,695.62	37,252,917.34

The National Underwriter

THIRTY-THIRD YEAR No. 21

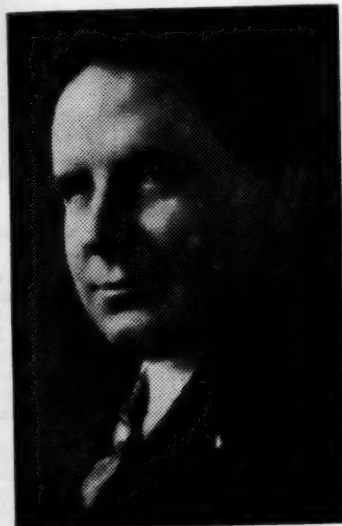
CHICAGO, CINCINNATI, SAN FRANCISCO AND NEW YORK, THURSDAY, MAY 23, 1929
Office of Publication, 175 West Jackson Boulevard, Chicago, Illinois

NEW YORK AGENTS
NUMBER

Dodge Again Heads New York Agents

Old Officers Reelected in Tribute to Past Year's Work—Noteworthy Meeting Is Held at Syracuse

AGENTS from every part of New York State, numerous company officials and a number of nationally known figures in the insurance world gathered in Syracuse for 47th annual convention of the New York State Association of Local Agents. This organization is the largest single unit in the National association. It has a membership of nearly 1,000. Its meetings are always large and impressive. They radiate an air of progress and success. This year's gathering was up to the high standard set many years ago. It has become the custom in recent years to give three days instead of two



ALBERT DODGE, Buffalo
President of New York Association

to the convention. Monday is now a full convention day and no longer a mere curtain raiser. This year there was the annual meeting of the board of directors Monday morning. In the afternoon the joint meeting of local board and local club representatives with the board of directors took place. At this there was a free and frank discussion of problems vital to local agents and local boards. No set program was followed. The whole meeting was informal, there were many who spoke, and the "real stuff" was brought to the surface. At night the annual get-together dinner was staged. There were no speeches at this good fellowship jollification. Most of those who come to these meetings arrange to arrive Monday evening so as to attend the get-together.

Albert Dodge of Buffalo wielded the presidential gavel at the regular business sessions, which began Tuesday morning. On the platform beside him throughout the convention was Secretary-Treasurer

NEW OFFICERS ELECTED

PRESIDENT

Albert Dodge, Buffalo

FIRST VICE-PRESIDENT

Warren M. Gildersleeve, Central Valley

SECOND VICE-PRESIDENT

T. S. Rogers, Little Falls

SECRETARY-TREASURER

Charles F. Miller, Rochester

DIRECTORS

Gilbert T. Amsden, Rochester; C. J. Ayres, Saranac Lake; Eugene A. Beach, Syracuse; H. Brownell, Watertown; Richard Cary, Niagara Falls; A. C. Edwards, Sayville; Frank L. Gardner, Poughkeepsie; F. L. Greno, Rochester; John S. Hamilton, Gloversville; F. G. Noxsell, Buffalo; J. W. Rose, Buffalo; E. Paul Schaefer, Mt. Kisco; J. Gordon Smith, Rome; Bert G. Tiffany, Jamestown; A. C. Wallace, Goshen; M. H. Steele, Binghamton; H. J. Burrall, Geneva; Edward S. Poole, Albany.

Charles F. Miller of Rochester. The address of welcome came from Eugene A. Beach, president of the Rochester Insurance Exchange and past president and secretary of the New York association. The response was made by Warren Gildersleeve of Central Valley, vice-president. Albert Dodge next read his presidential address and Secretary Miller submitted his report.

One of the highlights of Tuesday morning was the discussion by J. W. Rose of Buffalo of State Association Service, Inc. Organized by the agents of New York the past year. President Dodge characterized its creation as the association's most important accomplishment in 1928. The appointment by President Dodge of the nominating, resolutions and auditing committees brought the first session to a close.

Excelsior Fire Officers Are Hosts at Luncheon

Again this year the officers of the Excelsior Fire acted as hosts at a luncheon Tuesday noon. President Frederick V. Bruns presided. There were no speeches, but some vocal numbers were rendered by a quartet. Tuesday afternoon a number of committee reports were submitted. The first was that of W. J. Richards of Syracuse, chairman of the membership committee. He gave out some interesting figures on the total membership of the leading state bodies, explaining that New York has 951, Ohio 804 and Pennsylvania 719. The latter is forging

ahead rapidly and Mr. Richards warned that New York must look to its laurels. W. W. Heppell of Dunkirk reported for the committee on conference with casualty rating bureau.

Two of Tuesday's toplineers were Clyde B. Smith of Lansing, Mich., chairman of the executive committee of the National association, and A. Duncan Reid, president of the Globe Indemnity. Mr. Reid scored a big hit with his talk on "The Evolution of Casualty Insurance." He is a forceful speaker and has great charm of manner. Mr. Smith, who was making his first visit to a New York agents' meeting, made a most favorable impression.

Frank L. Gardner of Poughkeepsie, a former president of both the New York and National associations, gave a thought-provoking address on "Fire Insurance, Past, Present and Future." C. E. Rickerd, advertising manager of the Standard Accident and president of the Insurance Advertising Conference, discussed agency advertising.

Fred G. Noxsell of Buffalo reported for the committee on the safety responsibility law. H. H. Wadsworth of Syracuse submitted the committee report on Merit Rating vs. Cut Rates and Gilbert T. Amsden of Rochester gave the report on agency costs. T. L. Rogers of Littlefalls spoke on state funds.

Eugene A. Beach of Syracuse reported for the committee on local organizations. He said there are two problems which must be met in regard to forming local

boards. The first is the necessity of getting across to the agents the vision of the necessity of a local association and what it can do. The second is keeping the breath of life in a local board after it has been organized. It is necessary to have the cooperation of two or more live agents in each locality who will take the burden of carrying on the work.

The banquet Tuesday evening brought out an attendance of 357. Frank L. Gardner of Poughkeepsie was toastmaster. The speakers were Hubert S. Wood, a Syracuse minister, and Samuel



CHARLES F. MILLER, Rochester
Secretary-Treasurer

MacPeak, deputy insurance commissioner of New York.

The concluding business session Wednesday morning was brief. A number of committee reports were read. The nominating and resolutions committees brought in their reports. The new officers were elected, the entire family being voted into office again, except Thomas J. Maxcy of Elmira, who retired as second vice-president in favor of T. S. Rogers of Little Falls. It was felt best to continue the same officers, as they are the ones who have organized State Association Service, Inc., a most important adjunct of the state association. State Association Service came into being last July and is thus not yet a year old.

In its resolutions the association commended the American of Newark and the Excelsior Fire of Syracuse for declaring that in the future they will recognize only two classes of agents, the policy-writing agent and all others, the policy-writing agent to receive 10 percent more commission than the others.

National Association's Work Reviewed

THE work of the National Association of Insurance Agents was reviewed at the New York meeting by Clyde B. Smith of Lansing, Mich., chairman of its executive committee, who said that, while local boards can and do look after local interests, the state associations can and do protect the agents state-wide. Only through a properly functioning national organization can the country-wide problems be handled in a manner satisfactory to all agents in general.

The controversy with the Oil Association over its recent commission reduction was recounted at some length. After telling of the unsuccessful efforts to reach a solution of this question, Mr. Smith said:

"I am not in a position to say what action the national executive committee will take, but we are to meet the coming month and you will then be advised

the least an optimist, but I firmly believe the time is not far distant when the commission grabbing agent and the premium grabbing company will do business with each other and the real honest, conscientious company will be represented by the same sort of agent, who will refuse to sell a policy issued by any other class of carrier.

"I mentioned the fact that we want you to sell yourself, that is why we have the automobile certificate and the policy sticker. With the use of the former your client is assured of 11,000 service stations throughout the country and those 11,000 agents are the cream of the agency force of the United States. They are always willing to serve your customers as they expect you to serve theirs. The sticker of the National Association is the sign of good insurance everywhere and should be on every policy leaving your office."

Public Relations Committee Work Told

The excellent results obtained from the work of the public relations committee, headed by Earl B. Fisk of Green Bay, Wis., were also described, including the night schools on insurance held in various cities of Wisconsin, the assistance given to the fire waste contest conducted by the Chamber of Commerce of the United States and to the

National Board in its advertising campaign. He said that the group advertising done by local boards in this campaign tends to show that the old feeling of distrust among the agents is gradually disappearing. One has only to compare agency conditions today with those of even a few years ago to realize the agents as a rule appreciate the value of the word cooperation.

Demonstrating That Agents Can Cooperate

"We are demonstrating beyond a doubt that the agents can cooperate with each other. I have always believed in and preached cooperation. My faith may have been shattered somewhat during the past year, but for all that, I am of the same opinion still and firmly believe the time is coming when the companies will be willing to meet us half way. That time will not arrive until the company executives learn, as the agents have already learned, to have confidence in each other. We who are in contact with the public are in a better position to know what that public wants than is the home office man who can only see what he thinks it should have. We have not the slightest desire to tell how the companies should be managed. That is the prerogative of the company executives. We do feel, however, that once in a while they could

well take a few suggestion that would be of benefit to the business in general and their stockholders in particular. Optimism is a wonderful thing, and a man to be a local agent these days must be an optimist.

Membership Campaign Shows Good Results

"At Memphis there was adopted the so-called five-year development plan with which you are familiar. This was because it seemed advisable to have an advance program laid down for incoming administrations to follow through. We asked for an increase in membership of 10 percent each year. The first 12 months showed 17 percent and we are rapidly nearing our quota for this year. The total is now something over 11,000 and my personal opinion is we can never expect over 17,000 or 18,000



FREDERICK V. BRUNS, Syracuse
President Excelsior Fire

further. I can say to you and to our company friends that, of course, we do not expect the buyer of insurance to pay any rate that includes an exorbitant commission. We feel that we are entitled to a living wage, as well as the companies to a reasonable profit.

Two-fold Duty to Companies, Public Told

"While we respect and admire the standard, ethical companies and are anxious to work for their interests, nevertheless it must be apparent to the thinking agent that this admiration and respect cannot continue to receive continued assaults and remain unimpaired. We fully recognize our two-fold duty to the companies we represent and the public we serve. This duty must remain constant. Whenever company management destroys agency loyalty, then the responsibility for any change of status which may follow must be placed where it properly belongs. Let me say in addition, however, that every agent should know when placing his label on a policy that the company back of the contract, when a claim arises, will render such satisfactory service that the claimant will be more firmly tied to the agency.

Must Render Service If He Expects It

"By the same token every agent must render to the companies the service he expects from them. There can be no place in the insurance business as transacted today for either agent or company that does not give 100 percent service to the insurance buying public. Possibly I may be a dreamer or to say

Sees Speculation as Unsettling Factor in Future of Business

FRANK L. GARDNER, chairman of the committee on laws and legislation of the association, led a discussion on "Fire Insurance Business, Past, Present and Future." After a brief review of the early history of the business in the United States, Mr. Gardner reviewed the attitude of the investing public toward the fire insurance companies. He said in part:

"Just as you are advised by your companies that rates should be increased to overcome the underwriting loss, along comes a salesman to sell your assured stocks, and tells him what a lot of money the company has made during the past year. These men have studied insurance reports and have found that over the years percentages do not vary to a great extent. Expense ratios are practically the same from year to year and the loss ratio is not over 5 percent in its variance either way from the average. This makes them believe that fire insurance stock has become as safe as life insurance and that an investment in the stock is a capital investment.

Many Investors Miss One Important Point

"There is one point, however, that many of these investors have missed, and I believe the companies are not taking it into consideration seriously enough themselves; that is, that insurance capital and surplus in the last few years have more than doubled, while the unearned premium has remained about stationary or decreased, and it is a question whether there will not come a time when it will be wisdom to withdraw a good portion of this capital and surplus and invest it elsewhere. Will there not always, as long as this excess money remains in the business, be a confusion in the minds of the people as between the banking end of the business and the underwriting?"

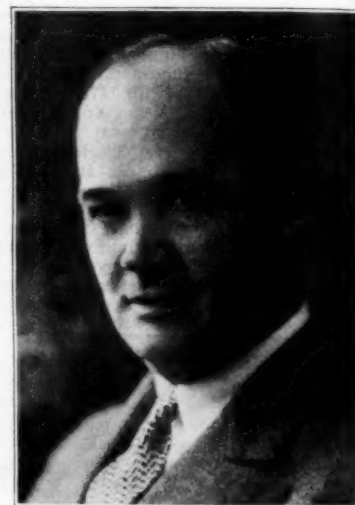
Mr. Gardner said that as to the future it is necessary to leave history and use only the past and present as a guide.

He said he believes there will be an unstable period in the business as long as companies are easily formed and can attract to their ranks men who see the possibility of great funds available for manipulation and investment. He said that because there are so many companies in the business, none of them is getting as much business as it wants. New companies are paying higher commissions and the old ones are growing uneasy because the young ones are taking choice business and seem to be assimilating it without trouble.

Comments on Agents' Future

With reference to the agents' future, Mr. Gardner said that this is the time when they should thank those men who long ago started agent organizations which have so grown in strength that they are able to view the future without fear. He said, however, that the agents have much hard work ahead, for when companies are scrambling for business as they are now, bad practices can easily creep into the business. In conclusion he said:

"Some of the companies have talked consolidation so long for themselves that they are now trying to get agents to consolidate and so form one big agency to write the majority of business in some of the cities and towns. The companies are interested, for they hope to get a large share of the business. Any agent to whom such a proposal is made should study it carefully, for it means turning out companies, and they will not be content to see business going off their books without making a fight for it and will appoint new agents or use other means to protect themselves. Be slow to take advice that would result either in turning loose old connections or having new men look after the business of your assured. Short cuts look well on paper, but do not always lead to satisfaction."



CLYDE B. SMITH
Chairman National Executive Committee

members, because there are only about that many qualified agents, and in order to get these we will have to go into the highways and the byways. To E. M. Sparlin of Rochester, N. Y., was given the task of handling the membership campaign. He has done his work well and we thank him for his time and efforts.

"New York ranks first in membership with 1,000, which is 9 percent of the membership of the country. However, Pennsylvania is making very rapid strides and if the agents there hold the pace they have been setting this year you will have to look to your laurels. We in the National association expect much from this great state of New York and it is to your credit that we are never disappointed. That your state association is doing a great work is self evident. No organization can succeed as yours has unless it is of real benefit to its members.

"While conditions may not look so good from an agent's standpoint, I do not believe there is cause for discouragement. Economic conditions have changed so greatly and are changing so rapidly that we must expect our business to go through certain evolutions. With this in mind an agent must go forward and keep the pace. If he does not he is lost. No matter what may happen this association will go onward and upward as it has always done, doing that which it considers right and standing for that which is good for the great business of insurance. We may meet with temporary setbacks but in the end I feel sure our ideas and ideals will prevail."

LEADING . . . BUFFALO . . . AGENTS

Armstrong-Roth-Cady Co.

INCORPORATED
INSURANCE

930 Marine Trust Building, Buffalo, N. Y.

RYAN & CABLE, INC.

Insurance and Surety Bonds

400 Ellicott Square

Buffalo, N. Y.

TED A. CLARKE INC., GENERAL INSURANCE

155-157 Pearl Street Erie County Savings Bank Bldg.
BUFFALO, NEW YORK

SMITH, DAVIS & CO.

INSURANCE AGENTS AND BROKERS
AVERAGE ADJUSTERS

1205-1216 Chamber of Commerce Bldg., Buffalo, N. Y.

FRED'K A. MEYER, Pres. DAN'L L. OUTERSON, Asst. Treas.
ROBT H. MASON, Vice-Pres. EDW'D L. ANTHONY, Asst. Sec'y.
FRED'K W. MAISCHOS, Sec'y-Treas.

P. G. LAPEY, President

H. D. RICE, Treasurer

DEUEL, LAPEY & CO., INC.

GENERAL INSURANCE

126 Pearl Street, Buffalo, N. Y.

TIERNON & COMPANY, INC.

Insurance and Surety Bonds

158 Pearl Street, Buffalo, New York

ENSER & CLAUSS INSURANCE

AGENTS

BROKERS

203 Morgan Building

BUFFALO, N. Y.

WALSH-LASCELLES COMPANY, INC.

General Insurance

1542 Marine Trust Building

Buffalo, N. Y.

G. BARRETT RICH, President
ADAM H. CORMACK, Vice Pres. EVANS E. BARTLETT, Treas.
EDGAR C. NEAL, Vice Pres. WM. J. JENKINS, Secy.

HARRISON, RICH & CORMACK, Inc. GENERAL INSURANCE

502 Erie County Bank Bldg.

BUFFALO, N. Y.

RICHARD L. WOOD & COMPANY

INSURANCE

804-826 Marine Trust Building

Buffalo, N. Y.

JOHN A. MURPHY & COMPANY

Fire, Surety Bonds and Casualty

GENERAL INSURANCE

305-308 Commercial Trust Bldg.

Buffalo, N. Y.

GEORGE M. WOODCOCK, Inc.

INSURANCE

324 Prudential Bldg., Church and Pearl Sts.

Buffalo, N. Y.

Fredric G. Noxsel, President

Burton U. Dimick, Secretary-Treasurer

NOXSEL-DIMICK COMPANY

General Insurance

21-26 Dun Building

Buffalo, N. Y.

WOODWORTH-HAWLEY CO.

Insurance

7 & 9 West Seneca Street

Buffalo, N. Y.

Established 1866

J. W. ROSE & CO., Inc.

General Insurance

744-746 Ellicott Square

Buffalo, N. Y.

Louis G. Morgan, President Ralph D. Morgan, Secretary John C. Olson, Treasurer

WORTHINGTON, SILL & MORGAN, INC.

Established 1866

INSURANCE

21-25 West Seneca Street, Chamber of Commerce Building, Buffalo, N. Y.

LEADING . . . ROCHESTER . . . AGENTS

Established 1852

EGBERT F. ASHLEY COMPANY

General Insurance

Second Floor, Union Trust Building, Main Street West
ROCHESTER, NEW YORK

EZRA J. BOLLER

INSURANCE

802-856 Granite Bldg.

ROCHESTER, N. Y.

GILBERT T. AMSDEN, General Agents

National Surety Co., of New York
Great American Indemnity Co., New York

55 Broad St.

ROCHESTER, N. Y.

"Member of the Underwriter's Ass'n of Rochester"

George W. Colburn, Vice Pres.
Austin F. Grab, Secretary

Robert F. Woerner, Treasurer
Leonard H. Henderson, Asst. Secy.

James Johnston Agency

Incorporated

INSURANCE

Roy A. Duffus, Mgr. Liability Dept.

214 Granite Building

Rochester, N. Y.

LEADING AGENTS

SYRACUSE
WATERTOWN

ALBANY
TROY

SCHENECTADY
POUGHKEEPSIE

ALBANY'S LEADING INSURANCE AGENCY

ROSE and KIERNAN, INC.

Ten Eyck Hotel Building

Albany, N. Y.

INSURANCE AND SURETY BONDS

TER BUSH & POWELL, INC. GENERAL INSURANCE

423 State Street

Schenectady, N. Y.

and

New York State Bank Building, Albany, New York

HORACE S. VAN VOAST

HORACE S. VAN VOAST, JR.

VAN VOAST & LEONARD General Insurance

154 Barrett Street

Schenectady, N. Y.

A. T. ARMSTRONG COMPANY

Colin Armstrong
Heffernan Building

INSURANCE

Donald Armstrong
Syracuse N. Y.

BRUNS, RALEIGH & MUNNS, Inc. INSURANCE

Excellent Facilities for Handling Brokered Accounts
Hills Bldg. Syracuse, N. Y.

W. J. RICHARDS, Pres.

C. O. RICHARDS & SON, Inc.

City Bank Building

Syracuse, New York

Established 1855

Knox & Mead Co

13 First Street

INSURANCE

TROY, N. Y.

J. SOMES McCLELLAN, President
GEORGE S. McKEARIN, Vice President

W. CLIFFORD CHASE, Treasurer
HERBERT D. NOBLE, Secretary

L. J. BROWNELL & SONS, INC. "INSURANCE SERVICE"

SINCE 1898
WOOLWORTH BUILDING
WATERTOWN, NEW YORK

B. J. REDMOND & SON GENERAL INSURANCE

240 Woolworth Bldg.

Watertown, N. Y.

WE SELL INSURANCE

BUT GIVE SERVICE

SEAVER & PECK, Inc.

106 WASHINGTON ST.

WATERTOWN, N. Y.

ALANSON D. SEAVER, Pres.
CHARLES F. PECK, V. P. & Treas.

JOSEPH E. BOURCY, Secy.
BRUCE A. MacDONALD, Asst. Secy.

FRANK L. GARDNER, Pres.

HORATIO W. NELSON, JR., Secy.

VAIL & SUTTON, Inc.

General Insurance Agency

Poughkeepsie, N. Y.

Agents Are Given Analysis of New Safety Responsibility Bill

Frederic G. Noxsel of Noxsel-Dimick, Buffalo, as chairman of the automobile committee of the New York association, presented the report of that committee, to the meeting of New York agents. After reporting that the committee studied the automobile compulsory insurance situation continuously in 1928 and opposed compulsory legislation in all quarters, the report continued with an analysis of the safety responsibility bill which was signed by Governor Roosevelt of New York April 18. This bill becomes effective Sept. 1, 1929. It was sponsored primarily by the American Automobile Association. With reference to it the New York association's board of directors at its meeting last January adopted the following resolution:

"The safety responsibility bill sponsored by the A.A.A. contains provisions which, if properly enforced, would in our opinion tend to prevent reckless driving and the resultant accidents, and we therefore express our approval of such portions of the proposed measure as have for their object greater safety in the operation of motor vehicles."

Safety Responsibility Bill Analyzed

The remainder of the automobile committee report is taken up with an analysis of the effect of the safety responsibility bill, in part as follows:

"It is provided that the commissioner shall be notified of the cancellation of any policy at least 10 days before the effective date of such cancellation, which will require a change in the present form of liability policies. We are informed that the companies are now preparing a new form of automobile liability policy to be used beginning Sept. 1. It is further required that the commissioner shall be notified of the

expiration of any such policy 10 days in advance of the expiration, which of course means that if he has a renewal of said policy in his possession prior to 10 days before the policy expires, no further notice will be necessary.

"In addition to making the change required in the cancellation clause, it will be necessary for the companies writing liability insurance to make various other changes in the policy contract in conformity with the terms laid down in the act for the issuance of liability policies. The policy itself will be in the possession of the owner or assured and a certificate describing such policy and setting forth the description of the motor vehicles insured, however, must be furnished by the insurance company, and upon request of the assured must be delivered to the commissioner of motor vehicles. The usual practice of issuing a binder pending the issuance of the policy will be permitted, and will be considered as proof until the policy is issued; or the insurance carrier may in lieu of any new policy issue an endorsement to be attached to an existing policy, further describing the additional cars to be insured, which shall also be construed as providing satisfactory proof.

"Our responsibilities naturally will increase as the public senses the import of the provisions of this act. We are expected to educate our clients in their duty to the public after Sept. 1. As individuals in the insurance business, we find that one of the methods of proving financial responsibility under this act is acceptable automobile liability insurance. It is therefore quite proper, and the act of a perfectly good live insurance agent, to educate the public, and particularly his clients, as to his duties as a motor vehicle owner or operator, and provide the responsibility he may be called upon to furnish, but have that all done before necessity requires."

President's Report Review of Association's Accomplishments

President Albert Dodge of the association, in reviewing its accomplishments of the year, said in part:

"We have held regional meetings as follows: New York, Little Falls, Troy and Watertown. The attendance has been phenomenal. We had a particularly fine meeting in New York City, and it was a success both in point of numbers and subjects discussed.

"Our law and legislation committee has been particularly active in watching legislation introduced. The one piece of legislation which was passed this year and is of particular interest to us, and which will become a law Sept 1, is the safety responsibility bill. In my opinion it is a step in the right direction and should be of great benefit in the promotion of safety on the streets and highways of our state.

"Another subject that has come up for a great deal of thought and discussion recently and has been a subject of consideration by your officers is the merit rating plan for automobiles.

"Your committee on agency qualification has been active during the year. Owing to the change in the office of superintendent of insurance, action on the question has been delayed somewhat, but it is hoped in the near future some definite action will be taken.

"The most important activity of our association during the past year was the formation of State Association Service, Inc. for the purpose of assisting our members in handling the payment of premiums on the installment basis,

this action being deemed necessary by your officers and directors on account of the activity of certain companies putting forth installment plans, and is the first time in the history of our agents' association that such a definite step has been taken by the association for the purpose of furnishing a service that is deemed necessary.

"It has done more to bring it to the attention of the companies and the public than anything else that agents are necessary in the handling of the insurance business, that they are able and competent to handle the business as it should be handled and to meet any situation that is necessary for handling the business in the interests of the public, and to follow out the statement so often made that collection of premiums is wholly the work of the agent and not of the companies. Any plan that would divorce the agent from this work is not desirable in any way, and we cannot help but feel that on account of the fact that so few of the companies have put forth plans for the financing of premiums they are in sympathy with the proposition that the agents should handle their own financing.

"The real basis of our organization is through our local boards and clubs, and I am pleased to report that they have functioned in fine shape. I strongly recommend that steps be taken to organize more local boards or clubs, as it is through these that the strength of our state association is maintained."

CENTRAL WEST

(CONTINUED FROM PAGE 20)

State Firemen's Association, July 8-11, includes as speakers Frank C. McAuliffe, chief of the Chicago Fire Insurance patrol, R. E. Vernor, Western Actuarial Bureau; J. W. Just and F. W. O'Brien, Michigan Inspection Bureau; Harry K. Rogers, Western Actuarial Bureau; R. C. Loughhead, chief engineer of the Michigan Inspection Bureau; C. J. Koskihan, engineer of the Underwriters Laboratories, and Charles V. Lane, assistant state fire marshal.

Regional Meetings Scheduled

DETROIT, May 22.—Regional meetings of the Michigan Association of Insurance Agents are to be held in Greenville May 27, in Jackson June 6 and in Battle Creek

June 7, Secretary George Brown announces.

Michigan Notes

Fire Saturday caused \$25,000 damage to the high school at Adrian, Mich., which apparently was fully covered by insurance.

Don A. Johnson has resigned as general agent in Detroit of the Columbian National Life and will carry on a general insurance brokerage business, with offices in the Book building.

Destruction of the Tower theater, the last section of the so-called "white elephant" of Pentwater, Mich., caused a loss last week of \$25,000. The theater was housed in part of the John E. Littler building, the remainder of which was destroyed in a fire May 10, 1928.

James T. Scott, adjuster for the Farmers Mutual of Huntington, Ind., was killed instantly when he drove directly in front of an Erie passenger train.

STATES OF THE NORTHWEST

RULE BOOK CHANGES LISTED

Wisconsin Inspection Bureau Enumerates the Main Modifications Made in Practice by Companies

MILWAUKEE, May 22.—Revisions of the Wisconsin rule book, edition of Nov. 23, 1928, have been announced by the Wisconsin Inspection Bureau.

Changes include the discontinuance of the alteration and repairs permit (ordinary) and in lieu thereof an unlimited alterations and repairs permit has been adopted which may be attached to fire policies without charge. The rules and charges for alterations and repairs (extraordinary) have been deleted.

The mechanic's permit has been deleted, and a new rule entitled "automatic cover clause" providing an automatic extension of coverage for a period of 90 days to the extent of 1 percent of the insurance carried under the policy has been adopted.

Builders' Risks

Item 5 has been added to the rules governing "Builders' Risks—Reporting Form," and consequential loss and damage form No. 1 has been amended to include the revised alterations and repairs permit and to eliminate the permit to use electricity. Consequential loss and damage form No. 2 has been revised as outlined in Form No. 1.

Maximum and minimum charges have been revised to exclude reference to charge for mechanics' permits. Another change is that profits and/or commissions (net) form No. 1, has been revised to eliminate the coinsurance clause and also to substitute the revised alterations and repairs permit; and profits and/or commission (net) form No. 2 has been revised to substitute the revised alterations and repairs permit. The reduced rate coinsurance clause has been deleted.

The rules relative to "exclusions" have been revised to permit the following additional exclusions: (f) underground wiring; (g) all metals in ingots, pigs, billets or scraps; (h) gravel, clay and sand; (i) ores; (j) property in open yards except when such property affects the rate; (k) water wheels.

Rent and Rental Value

Rent or rental value Form No. 1 has been revised to substitute the revised alterations and repairs permit and to delete the permit to use electricity; and rent or rental value Form No. 2 has been revised as outlined for Form No. 1, while rent or rental value Form No. 4 has been revised in the same way.

Section (A) of the rule book has been revised to enumerate the revised definitions of the various subjects of insurance. Contents of a manufacturing building (excepting property mentioned in items 3, 4, and 5 of Section (A)) may now be written blanket without coin-

insurance. Section (B) has been revised to permit the writing of the building and machinery of coal elevators and ore washers blanket under one item. The exception of "boiler" has also been deleted.

Scope of Coverage

Sections (C), (CC), (D) and (E) have been deleted as these subjects are covered under revised section (A). New section (C) enumerates the property which may be covered with the building. It will be noted that all boilers, whether brick encased or not, may be covered with the building, and in addition the rules now permit the inclusion of machinery used for the service of the building only.

Another revision is in section (H), which has been revised to permit the publication of average rates covering stocks of merchandise and furniture and fixtures only in risks involving more than one location, provided, however, they are all situated in the same or adjacent town or city.

The clause in rules for "Storage—Limited Liability" has been amended to provide that "actual cash value" and "ascertained or appraised value" shall be computed from the point of view of the owners of the property.

Tornado Rate Schedule

Section (D) of the tornado rate schedule has been revised to include awnings, and section (H) has been revised to include cattle and stock pens. Another revision is made in section (K) of the tornado rate schedule, to exclude cattle and stock pens and to include masonry smoke stacks.

A new page, 74a, has been inserted, containing the new rules relative to exclusions in tornado policy contracts. Pages 76 and 77, rules relative to specific and blanket forms for tornado insurance are revised to conform to the rules for fire contracts.

Revisions have also been made in the use and occupancy insurance rules and rates the principal changes being that the per weekly and the per monthly forms are eliminated; elimination of the coinsurance forms; inclusion of stock coverage without charge for 30 and/or 90-day periods. Elimination of insured's entire ordinary payroll in contribution form unless desired, and rates for manufacturing properties comprising one single fire division, and new rates for use and occupancy insurance, as well as reduction of rates for contingent liability from outside power plants are other of the important changes.

Get Preferred Risk

Rogers & Field of St. Paul have been appointed Minnesota state agents of the Preferred Risk Fire of Topeka, Kan.

White Bear Has Another Bad Loss

ST. PAUL, May 22.—Another disastrous fire at the village of White Bear, near here, has revived speculation as to

THE SERVICE THAT SATISFIES

W. W. VINCENT & CO.
INSURANCE

175 W. Jackson Blvd.
CHICAGO

111 John Street
NEW YORK



INSURANCE—The Cornerstone of Progress

This is a wonderful age. Ever since the dawn of the twentieth century, marvellous inventions, crystallized from the dreams of great thinkers, have crowded upon us, one after the other, transforming our way of life.

Surrounding our great, modern institutions and activities is the strong, protecting arm of insurance. Without the aid of reliable fire insurance, the rapid progress and widespread prosperity of the time would be seriously impaired.

Safeguard the interests of your clients by offering them sound policies in a strong stock fire insurance company.

THE HALIFAX FIRE INSURANCE CO.

59 Maiden Lane

New York, N. Y.



SECURITY FIRE INSURANCE CO. of Davenport, Iowa

Commenced Business 1883

**SURPLUS TO POLICYHOLDERS
OVER
ONE MILLION DOLLARS**

The World Famous Ambassador Los Angeles

MISS MARY GARDEN

in one of a large number of unsolicited comments by world famous celebrities, writes:

"Why live elsewhere when the Ambassador, the most beautiful hotel in the world is here."

No Hotel in the World offers more varied attractions—superb 27-acre park, with miniature golf course, open-air plunge and tennis courts. Riding, hunting and all sports, including 18-hole Rancho Golf Club. Motion picture theater and 35 smart shops within the hotel. Famous Coconut Grove for dancing nightly.

Write for Chef's Cook Book of California recipes

**BEN L. FRANK,
Manager**

**ATTRACTIVE
SUMMER
RATES**



whether incendiaryism is back of the matter. A year ago the auditorium and armory burned within a week of each other.

The latest fire was the costliest of all, the loss being estimated at close to \$100,000. A knitting mill, garage and lumber yard were destroyed. There was no evidence of incendiaryism in this fire, although an investigation is under way.

Marsh & McLennan Team Wins

The Marsh & McLennan kitten ball team at Minneapolis opened its 1929 season with an 8 to 0 victory over the Charles W. Sexton team. The Loomis twins formed the Marsh & McLennan battery, Gordon as pitcher and Bill as catcher. Gordon pitched a no-hit game allowing but two men to reach first base, one because of an error and the

second because of a base on balls. The batting feature was furnished by Bill Laird, who cracked out a home run in the final inning.

Discuss Mutual Competition

MINNEAPOLIS, May 22.—How to meet mutual competition was the topic for discussion at the May 21 meeting of the Insurance Club of Minneapolis. It was a closed meeting for members only and a few invited guests. The club will hold a party Monday evening, May 27.

An entire business block in the village of Fall Creek, Wis., was wiped out in a blaze last Sunday with the exception of one building which was saved only after hours of fighting by the departments at Eau Claire and Chippewa Falls, which were called in to battle the blaze.

IN THE MISSOURI VALLEY

LOCAL BOARDS IMPORTANT

Every Agent Should Support National Association's Effort to Insure Insurance for Insurance Men

OMAHA, NEB., May 22.—At the meeting of the Nebraska Association of Insurance Agents here this week, W. B. Calhoun, local agent of Milwaukee, and chairman of the finance committee of the National association, spoke on the relationship of the agent to the national body. Mr. Calhoun said that there is not a line of business or profession which is not well organized for the protection of its members and which receives the hearty support of the individuals in that particular line.

One of the greatest problems of the National association, he said, is that of securing additional members. He criticized the "Let George do it" attitude and said that all insurance agents should contribute their share toward the support of the movement which is trying to insure the insurance business for insurance men.

Problem for Every Locality

Mr. Calhoun then told of the questions considered at the mid-winter meeting of the National association, which mainly related to the oil association and the failure of the National Board to confer with the National association's committee.

The importance of local boards was stressed by Mr. Calhoun. "There is so much constructive work that the local board can do for the benefit of its locality," said he, "that the future of the National association is very bright if we are successful in the establishment of a larger number of local boards."

One of the latest problems confronting the agency situation in this country, he said, is the proposed plan of writing automobile insurance on the installment basis. Like every new idea that is advanced, each side of the question has supporters. As to the merit or demerit of the plan, Mr. Calhoun said every locality has to decide the question for itself, as what would be a successful working agreement in Omaha would not work out so well in another part of the state.

Field Men, Agents in Joint Meeting

WICHITA, KAN., May 22.—The Central Kansas Field Men's Club and the Wichita Insurers held a joint meeting this week, with Austin Stone, president of the former organization, presiding. Dr. D. I. Maggard, chairman of the public safety and fire prevention committee of the chamber of commerce, discussed the enormous annual life and property loss from automobile accidents in the United States and solicited the assistance of the two organizations in helping to secure the enactment of the "Hoover Code" at the next session of the Kansas legislature.

L. W. Bauerle of the Bauerle Insurance Agency, speaking for the Wichita Insurers, presented his ideas of the "Duty of a Special Agent to the Local

Agent," while E. B. Fergus, secretary of the field club, outlined the "Purpose of the Local Agent and His Obligation to the Special Agent."

Blue Goose Hears Historian

DES MOINES, May 22.—At the Blue Goose luncheon Monday, Edgar H. Harlan, curator of the Iowa historical department, gave an interesting exposition of the methods used in making surveys of the land in an early day. A. C. Hall, most loyal gander, presided, and Slim Wherry, program committeeman, announced that next Monday Rev. Mr. Kenna, pastor of the First Methodist Church, will be the speaker.

Announcement was made of the annual meeting of the Iowa pond May 31 and the annual meeting of the Iowa State Fire Prevention Association the same day.

Appoints Master in Rate Cases

TOPEKA, Kan., May 22.—Judge Pollock of the United States district court has named C. G. Yankey of Wichita as the special master in chancery in the fire insurance rate litigation brought by the 155 individual companies to prevent the enforcement of the rate order. He will take the oral testimony in the case and also will participate in the interrogatories on which most of the evidence will be taken in this case. He will make findings of fact at least and it has not been determined whether or not he will be authorized to make conclusions of law.

List Speakers for Firemen's Course

The program for the first annual firemen's short course, sponsored by the extension division of the University of Kansas, to be held in Newton, June 3-5, in conjunction with the forty-third annual convention of the Kansas Firemen's Association, includes many well known speakers, such as Clarence Goldsmith of the National Board, Chicago; Frank C. McAuliffe of the Chicago salvage corps; C. J. Koskinen of the Underwriters Laboratories; Harry K. Rogers, Western Actuarial Bureau, Chicago, and David J. Price, United States Department of Agriculture.

Kansas Notes

E. S. Dabbs, prominent local agent at Independence, Kan., is seriously ill in a local hospital.

Roy E. Eblen, president of the Central States Fire of Wichita, addressed the weekly meeting of the Central Kansas Field Men's Club last week on "Unusual Forms."

Clyde Murphy, veteran fire insurance agent of Kingman, Kan., died suddenly of heart failure in his home. His brother, Owen Murphy, is also an insurance agent at Kingman.

Willis Blinn, assistant manager of the Nebraska Inspection Bureau at Omaha, and his brother, H. A. Blinn, branch manager of the Kansas Inspection Bureau office at Wichita, with their wives, motored to Memphis last week to attend the N. F. P. A. meeting.

Missouri Notes

The Yavitz Insurance Agency has been incorporated in St. Louis. The incorporators are: A. Yavitz, Lillian Yavitz and Harry Yavitz.

Walter H. Bennett, secretary-counsel of the National Association of Insurance Agents, was in Kansas City May 20. Mr.

Bennett was returning from Little Rock and spent several hours with the agents in Kansas City.

A \$60,000 fire occurred at Fifteenth and Troost, Kansas City, Mo., May 20. The fire started in the International Arena, a boxing auditorium, where the damage was estimated at \$25,000. Other losses were \$15,000 to the Kansas City Slide Company, \$10,000 to the New Centre building, \$5,000 to the New Centre

theater, with smaller damage to several residences.

A fire of unknown origin gutted the A. Hammerstrom business block at Kennard, Neb., May 15, destroyed almost completely the stock of Gus Nelson, general merchandise store, and damaged the John Hegstedt meat market stock and fixtures. Nelson estimates loss at \$35,000, Hegstedt at \$1,000 and damage to building \$2,000.

STATES OF THE SOUTHWEST

VACANCY PERMIT ISSUE UP

Court Declares Agent Had Knowledge of Facts That Constituted Waiver of Clause

In Springfield Fire & Marine vs. Brown, court of civil appeals of Texas, 13 S. W. (2d) 916, the defendant issued a policy covering a dwelling. It was issued on Oct. 16, 1926, the house being vacant at this time. The house remained vacant until Jan. 19, 1927, at which time it was destroyed by fire.

In the meantime, with full knowledge of the fact of vacancy, the defendant's agent on Dec. 20, 1926, for a consideration of 80 cents issued a permit for the house to remain unoccupied from that date, for a period of 30 days.

On this state of facts, the company denied liability on the ground that there had been a violation of the vacancy provision. The insured filed suit and recovered judgment in the lower court. On appeal the higher court in passing upon the question raised reasoned as follows:

Agent Had Full Knowledge

"In the instant case, the agent of the insurance company, with full knowledge of all the facts, issued for an additional charge, which was paid, a permit to allow the building to remain vacant for 30 days from the 20th day of December, clearly thereby recognizing the validity of the insurance contract, and unquestionably waiving the right of the company to declare the policy void by reason of the prior vacancy of said building."

"The courts should not presume that the insurance company would issue a vacancy permit or accept a premium on a void insurance policy. The company should not be heard to say that it accepted pay for, and delivered what it knew at the time to be, a permit for vacancy on a policy that it considered invalid. * * *

Company Waived Its Right

"We think clearly, as a matter of law, under the undisputed facts in this case, the insurance company waived its right to declare said policy void by reason of the fact that it had been vacant for more than 10 days prior to the time it issued its vacancy permit." In conclusion, the judgment of the lower court was reformed in respect to the allowance of interest and otherwise affirmed.

Get Oklahoma for Granite State

Trezavant & Cochran of Dallas have been appointed general agents in Oklahoma for the Granite State Fire, effective June 1. Business in Oklahoma was formerly handled for the company from an agency in Kansas.

Honor Carr P. Collins

Carr P. Collins, head of the Fidelity Union companies, Dallas, Tex., was given a surprise party recently on his birthday by the employees of the company. Earl B. Smyth, vice-president of the Fidelity Union Life, presided.

Stone Speaks at Tulsa

The Tulsa Fire & Casualty Association at its luncheon had as its guest of honor Edward C. Stone of Boston, manager of the Employers Liability. He spoke on the Massachusetts compulsory automobile insurance law. Mayor Dan W. Paton and A. L. Farmer, president of the

chamber of commerce, spoke. Ray H. Siegfried, president of the association, presided.

Mutual Regulation Bill Passed

AUSTIN, TEX., May 22.—All classes of mutuals in Texas will be regulated in the same manner as are mutual life companies, under the provisions of Senator Moore's bill, which has passed both houses. It now goes to the governor for approval.

Municipal Rates Called Excessive

HOUSTON, TEX., May 22.—A resolution charging that fire insurance rates on municipal buildings are excessive and demanding an immediate reduction was passed by the members of the League of Texas Municipalities here last week. The resolution was addressed to Governor Moody. It is charged that the losses on city halls, fire stations, court houses, libraries, etc., from 1923 to 1927, were 19.8 percent of the premiums collected. The rate on municipal buildings from 1923 to 1927 was \$12.50 per \$1,000. C. M. Tobin of San Antonio says the excessive rates have forced many cities to carry their own insurance or to fail altogether to insure public buildings. He stated that the public buildings of San Antonio worth \$7,000,000 are now uninsured.

Hugo, Okla., Inspected

HUGO, OKLA., May 22.—W. S. Eberle, former president, and James A. Atkinson, secretary of the Oklahoma Fire Prevention Association, were among the key speakers at a demonstration and inspection here. A banquet was given by the chamber of commerce and citizens at which methods of fire prevention were discussed. Several addresses were made at the schools and all school buildings were inspected. A fairly satisfactory condition was found to exist.

Arkansas April Loss Low

The April fire loss in Arkansas, \$257,747, was the lowest for any month in almost two years, the loss, according to the monthly report of H. B. Savage, director of the conservation division of the Arkansas Fire Prevention Bureau. The loss in April last year was more than \$550,000. Last month 41 dwellings were destroyed and 21 damaged, causing a loss of about \$127,000, about half the total loss.

Plan Regional Meeting at Enid

Arrangements are being made for a regional meeting of the Oklahoma Insurers at Enid, June 21.

Texas Notes

Two bad oil well fires at Borger and Luling, Tex., will result in immense loss. All derricks and rigging with tools and other machinery were destroyed.

The McClary Insurance Agency of Dallas has been incorporated for \$10,000. O. B. McClary, W. J. Patterson and E. E. Foster are the incorporators. Offices are in the Magnolia building.

Oklahoma Notes

Ancel Earp & Co. of Oklahoma City have been appointed local agents for the Fidelity & Guaranty Fire instead of general agents as previously stated.

E. C. Stone, United States manager of the Employers Liability, was special guest and speaker at a meeting of the Blue Goose in Oklahoma City Monday noon.

J. S. Speed, adjuster of Harlingen, Tex., and Mrs. Speed were guests in Oklahoma City during the past week. Mr. Speed was formerly connected with the T. E. Braniff Company of that city.

An airplane from Wichita rushed 1,000 pounds of chemicals to the Buffalo, Okla., fire department last Thursday and enabled it to confine what threatened to be a serious fire to the Harper hotel and Carl building, with an estimated loss of \$20,000. The entire business section was threatened.

SAFE FOR AGENTS — BEST FOR ASSURED

WESTCHESTER

FIRE INSURANCE COMPANY OF NEW YORK



AN
OLD and THOROUGHLY RELIABLE
COMPANY
ESTABLISHED 1837

WESTCHESTER

FIRE INSURANCE COMPANY OF NEW YORK

Western Department:
111 W. Jackson Boulevard
CHICAGO, ILL.

SAFE FOR AGENTS — BEST FOR ASSURED

FIRE RE-INSURANCE Treaty and Facultative

RE-INSURANCE CORPORATION OF AMERICA

84 WILLIAM STREET, NEW YORK, N. Y.

President
HORACE R. WEMPLE

Secretary
H. D. BURROUGH

FINANCIAL STATEMENT as of January 1, 1929

ASSETS	
Bonds and Stock (Book Value).....	\$1,227,253.93
Collateral Loans	500,000.00
Cash in Banks	119,305.96
Agents' Balances	306,884.02
Accrued Interest	10,326.95
Market Value Stocks and Bonds—over Book Value	908.92
Agents' Balances over 90 Days	\$2,164,679.78
Total Assets	10,387.07
	\$2,154,292.71
LIABILITIES	
Reserve for Losses.....	\$ 95,357.82
Unearned Premium Reserve.....	901,544.18
Other Reserves	20,000.00
Capital	\$300,000.00
Surplus	837,390.71
Surplus to Policyholders.....	1,137,390.71
Total Assets	\$2,154,292.71

Division Offices

R. H. Erickson, Inc.
172 W. Jackson Boulevard
Chicago, Illinois

Dwight Selby & Co.
114 Sansome Street
San Francisco, California

IN THE SOUTHERN STATES

COMPULSORY PLAN IS TOPIC

Virginia Association of Insurance Agents to Discuss Mandatory Writing at Annual Convention

Compulsory automobile liability insurance is expected to come in for considerable discussion at the annual convention of the Virginia Association of Insurance Agents in Alexandria, June 28-29. A legislative commission is now studying the subject with a view of submitting a report to the next legislature, and the subject is consequently a very live one with the agents. Garnett Tabb, Richmond agent, who attended the public hearings of the commission as a representative of the state association, will probably make a report to the convention on the situation. Mr. Tabb, who is now vice-president, is slated for president of the association to succeed Calvert R. Dey of Norfolk, who is now rounding out his second term.

South Carolina Agents to Meet

At the meeting of the South Carolina Association of Insurance Agents at Spartanburg, June 13-14, the chief

speakers will be Charles L. Gandy of Birmingham, Ala., president of the Alabama Association of Insurance Agents and a member of the executive committee of the National association, and Insurance Commissioner Sam B. King of South Carolina. Simpson F. Cannon of Spartanburg is president; J. F. Stuckey of Bishopville and Stephen Elliott of Columbia, vice-presidents, and Allen L. Rogers of Spartanburg, secretary.

Lining Up Kentucky Program

Leo E. Thieman, secretary of the Louisville Board, who arranged the program for the annual meeting of the Kentucky Association of Insurance Agents last year, has again been delegated to look after the arrangements, and has already written to some of the prominent insurance men whom he plans to have on the program this year. Last year's convention was probably the best ever handled in the state, drawing a large attendance and developing an interesting program throughout. The meeting will be held June 25-26 at the Brown hotel, Louisville.

The Kentucky Blue Goose will also meet in Louisville the night of June

24 for its annual meeting. Most of the field men will be in until after the local agents meeting is concluded.

Augusta Board Elects

AUGUSTA, GA., May 22.—At the monthly meeting of the Augusta Board the following officers were elected: President, H. M. North, Jr.; vice-president, Berry H. Ellison; secretary-treasurer, H. B. Taylor; executive committee, James R. League, John L. Armstrong, Wm. F. Law, Jr., and Scott Nixon.

They will be installed at the board's annual barbecue in June.

Will Inspect Henderson

E. G. Stuart, secretary of the Kentucky Fire Prevention Association, has sent out notices of a meeting and inspection at Henderson, Ky., on May 23. Another notice calls attention to the action of the officers in setting the annual meeting for Lexington on June 12.

Nashville in New Dress

The Nashville Insurance Exchange, successor to the National Board, which was in existence for 45 years, has revamped its constitution and by-laws. Charles B. H. Loventhal is president. An agency limitation plank is placed in the platform but is not to be retroactive. It provides that there shall be one agency to each 100,000 population in Davidson county. The last census shows 167,816, therefore, admitting two resident agencies for the parent company or one agency for the parent company and one for the annex. There is no regulation as to number of solicitors.

Klinko Does Good Work

NASHVILLE, TENN., May 22.—A. A. Klinko of the National association did some effective work in Tennessee among the members of the state association, as well as in getting new members. Several old members were returned to the fold and the members generally had explained to them the effort to secure the passage of an agency qualification law, or rather the "board of examiners," as it eventually became. Much false propa-

ganda was spread abroad as to the bill presented, which Mr. Klinko was able to combat successfully.

Robertson Planting F. & G.

NASHVILLE, TENN., May 22.—Vice-president J. Tabb Robertson of the Fidelity & Guaranty Fire is visiting the south and planting the U. S. F. & G. fire running mate mainly with the former company's agents. Gale, Smith & Co. become agents of the company in Nashville.

Doscher Drive Gets Results

LOUISVILLE, May 22.—C. H. Doscher, field representative of the National Association of Insurance Agents, who is working in Kentucky for a few weeks, lining up new members prior to the state convention of the Kentucky association June 25-26, will reach Somerset, Ashland and some of the other cities in the eastern section of the state this week. The campaign handled by Mr. Doscher has so far brought in about 50 new members.

Louisville Bank Agencies Merge

LOUISVILLE, May 22.—The Louisville Trust Company has moved to the building erected for the Louisville National Bank & Trust Company, which was merged into the Louisville Trust Company, controlled by the National Bank of Kentucky.

The Louisville National Insurance Company, formed by the Louisville National Bank & Trust Company about six months ago, continues to operate under that name. The insurance agencies of the Louisville Trust Company and the Louisville National have been consolidated. Prior to the consolidation the Louisville Trust Company was a non-board organization, whereas the Louisville National was and is a member of the Louisville Board.

Fred H. Lieber, secretary of the Louisville Fire & Marine, is the active manager of the entire insurance operations of the combined interests. Felmer Hoening, who was in charge of the Louisville Trust Company agency, will be connected with the new organization.

Kentucky Notes

Charles S. Conklin, vice-president of the Northern of New York, spent a number of days traveling through Kentucky with Special Agent Noy Cochran.

Samuel B. Walton, local agent of Lexington, Ky., has been named a member of the board of governors of the Lexington Country Club.

Lowry Watkins of the Pirtle, Weaver & Menefee agency, Louisville, has been elected a director of the Union Central Bank of Louisville.

Harry V. Davis, Jr., of H. V. Davis & Co., local agents of Louisville, has been nominated for secretary of the American Business Club, a civic club of young men and known as the liveliest club in the city.

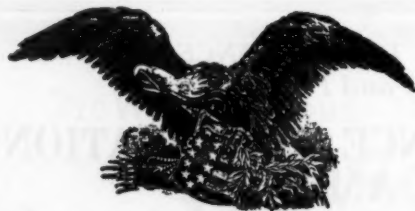
C. A. Aste & Co., Memphis, Tenn., have

The Hampton Roads Fire and Marine Insurance Company

NORFOLK, VIRGINIA

ON HAMPTON ROADS

Western Department: 1415-222 W. Adams St. Chicago, Illinois



Its Name Indicates Its Character

Operating Along Sound Lines

AMERICAN NATIONAL FIRE INSURANCE COMPANY

8 East Long Street

COLUMBUS, OHIO

Capital \$500,000

WILLIAM H. KOOP, President
ALEXANDER R. PHILLIPS, Vice-Pres. JOHN A. DODD, Vice-Pres. & Sec'y
GEORGE E. KRECH, Vice-President and Secretary
ALLEN W. FLEMING and E. PHILLIP GUSTAFSON, Assistant Secretaries

Progressive, Yet Conservative

MARSH & McLENNAN

Insurance

FIRE

LIABILITY

MARINE

164 W. Jackson Blvd., CHICAGO

MINNEAPOLIS
MONTREAL
WINNIPEG

NEW YORK
PHOENIX
CLEVELAND

SEATTLE
PORTLAND

LONDON

PITTSBURGH
COLUMBUS

SAN FRANCISCO
INDIANAPOLIS
DULUTH

DETROIT
BUFFALO
RICHMOND

A DIRECTORY OF RESPONSIBLE INDEPENDENT ADJUSTERS

CANADA

A. K. MACDONALD & CO.
INSURANCE ADJUSTERS
for the Province of Ontario
25 Years Experience
Home Office, 404 Talbot St., London, Canada
Phones Metcalf 170—Metcalf 6273
Branch Office, 14 Fifth St., Chatham, Ontario
Phone 119-467

COLORADO, WYO. AND N. MEX.

Wilson Adjustment Company
Adjusters of Insurance Losses
All Modern Coverage
808 Gas & Electric Bldg., Denver, Colorado
718 First Natl. Bldg., Albuquerque, N. M.
285 Two-Republics Bldg., El Paso, Texas

DISTRICT OF COLUMBIA

NICHOLS COMPANY
INVESTIGATIONS & ADJUSTMENTS
FOR
INSURANCE COMPANIES
D. C.—Md.—Va.—W. Va.
Suite 625-26-27-28 Bond Building
WASHINGTON, D. C.
Practical, Prompt & Courteous Service

FLORIDA

F. L. MILLER
Prompt and Efficient Adjustment
Services in Southern Alabama
and West Florida
Box 1408 Pensacola, Fla.

FLORIDA INSURANCE ADJUSTERS, INC.
A. G. VAN SLYKE, President
First National Bank Building
Phone 2227
Automobile and Casualty Adjustments for the
Companies Only
TAMPA, FLA.

ILLINOIS

H. S. EASTMAN & CO.
"H. S. EASTMAN HIMSELF"
OVER 20 YEARS EXPERIENCE
In All Lines of Insurance Adjustments
Specializing in Compensation, Accident &
Health and Automobile Personal Injury
728 Burnham Building Chicago, Ill.

INVESTIGATIONS—ADJUSTMENTS
JAS. J. FAITH
A-1201 INSURANCE EXCHANGE BLDG.
CHICAGO

KOERTS AND KITTS
ADJUSTERS
A 884 Insurance Exchange
175 West Jackson Boulevard
CHICAGO ILLINOIS

THOMAS T. NORTH
ADJUSTMENT COMPANY
Automobile and Side Line Losses
A Specialty
175 West Jackson Boulevard
CHICAGO

G. B. VAN BUREN & CO.
ADJUSTERS
Specializing in
Burglary, Automobile, Tourists Floater and
"All Risk" Adjustments
327 S. La Salle St., CHICAGO, ILL.

ILLINOIS (Cont.)

Fire Auto Casualty
Angus B. Ferdinand
BONDED ADJUSTER
715 Jefferson Bldg. Tel. 6057-23818
Over 10 years experience Established Peoria 1922
PEORIA—ILL.

NORTHERN ADJUSTMENT CO., Inc.
419 W. State St. Rockford, Ill.
James A. Penny, Pres. & Mgr.
Phone Main 3587
CASUALTY AND SURETY INVESTIGATIONS AND ADJUSTMENTS

Auto, Fire, Theft, Collision, P. D., Liability
Workmen's Compensation
JOHN F. SHEAHAN & CO.
416 Brown Bldg. Phone Forest 4121
ROCKFORD, ILL.
Also Covering Surrounding Territory

FIRE AUTOMOBILE
J. L. FOSTER
INSURANCE ADJUSTERS
314-1st National Bank Building
SPRINGFIELD

INDIANA

S. Indiana W. Kentucky S. Illinois
SOUTHERN INDIANA ADJUSTMENT CO
411 Mercantile Bank Bldg.,
EVANSVILLE
Specializing in Auto-Compensation-Accident
Health Claims. Insurance Companies only.
Thos. M. Duncan, Mgr. Phone M. 878

McELROY and DENTON
AUTOMOBILE, COMPENSATION
LIABILITY AND CASUALTY LINES
Northern Indiana and North Western Ohio
808 1st National Bank Bldg.
Phone Anthony 1386 Fort Wayne, Ind.

V. M. ARMSTRONG
Complete Automobile Adjustments, Fire,
Theft, Liability, Property Damage and
Collision
31 W. Eleventh St., Indianapolis, Ind.
Phone Riley 2596

INDIANA ADJUSTMENT CO.
Automobile Adjustments
Separate Offices at
INDIANAPOLIS
FORT WAYNE
TERRE HAUTE
EVANSVILLE

Automobile Adjustments Only
EUGENE McINTIRE
318 American Central Life Building
Phone Main 0144 INDIANAPOLIS

KANSAS

KINKEL ADJUSTMENT AGENCY
JOHN M. KINKEL W. P. KINKEL
Fire, Tornado and Automobile Losses
Adjusted
HUTCHINSON

KANSAS (Cont.)

MoKanOkla Adjustment Company
Adjusters for Companies Only
605 Temple Bldg., Wichita, Kansas
Great Bend, Kansas
239 Manufacturers Exchange Bldg., Kansas City, Mo.
517 Insurance Bldg., Oklahoma City, Okla.
1108 Hunt Bldg., Tulsa, Oklahoma

KENTUCKY

Kentucky Indiana Tennessee
J. H. HARRISON
GENERAL ADJUSTER
1245-47 Starks Bldg., Louisville, Ky.
Phone City 3015

MICHIGAN

A. H. DINNING COMPANY
Insurance Adjusters
Automobile -- Fire -- Marine
444 Free Press Building
DETROIT, MICH.
Phone Randolph 0481

W. A. GIBSON COMPANY
ADJUSTERS
1305 Cadillac Square Building
205 Capitol Theater Building
Detroit, Mich. Flint, Mich.
Fire, Auto, Burglary and Inland Marine

MINNESOTA

LYMAN HANES, Inc.
General Adjusters for Insurance Companies
DULUTH, FARGO and MINNEAPOLIS

MAIN BAKER & WRIGHT, INC.
General Adjusters
Minneapolis—Fargo—Duluth

MISSOURI

THOS. J. ENGLISH
Specializing on
AUTOMOBILE and CASUALTY
CLAIMS
Pierce Bldg. ST. LOUIS, MO.

OHIO

INSURANCE SERVICE BUREAU
Claim Examiners — Adjusters — Supervisors
W. E. JACKSON, General Manager
820 Renkert Bldg. Canton, Ohio
Associated with Burt, Kinnison,
Carson & Shadrach, Attorneys
Canton: Dial 5167 Akron: Main 3557

AUTOMOBILE ADJUSTMENT CO.
Harry L. Federman, Proprietor
Specialist on All Automobile Losses
519 Eagle Savings Bldg. Cincinnati, Ohio
Telephone Canal 8787

CHARLES E. CURTIS
KEITH BUILDING
CLEVELAND
Thirty-Six Years Company Service

OHIO (Cont.)

C. L. HARRIS & COMPANY
General Adjusters
Cleveland—Auditorium Bldg.
Akron—412 Akron Savings & Loan Bldg.
Youngstown—310 Mahoning Bank Bldg.
Toledo—628 Nicholas Bldg.
Columbus—701 Outlook Bldg.
Cincinnati—411 First Natl Bank Bldg.
Lima—308 Lima Trust Bldg.

THAYER'S UNDERWRITERS SURVEY COMPANY
E. A. Thayer, Gen. Mgr. N. R. Thayer, Supt.
503-6 Finance Bldg., 750 Prospect Ave., S. E.
Phone Main 6956-6957 CLEVELAND
Specializing in the adjustment of automo-
bile losses and liability claims.
Investigators for the past twenty-five
years.

Northern and Central Ohio
SCOTT S. WOLF
811 Carbon St. Fremont, Ohio
Phone East 1908
40 Years Experience in Real Estate,
Insurance and Contracting Business

OKLAHOMA

Bates Adjustment Company
"We have served the companies for
more than thirty years"
Oklahoma City, Okla. Tulsa, Okla.
W. S. Hanson, Mgr. R. W. Murray, Mgr.

THE FULLER ADJUSTMENT COMPANY
Prompt Adjustment Services
Provided in Oklahoma
Offices at
Oklahoma City Tulsa, Okla.
215 Merc. Bldg. 213 Atco Bldg.
Guy H. Fuller, Mgr. L. M. Hallock, Mgr.

PENNSYLVANIA

WILLIAM A. CULKIN
Insurance Adjuster
Representing Leading Casualty
Companies
Connell Bldg. Scranton, Pa.

McAndrews Adjusting Agency
Thomas A. McAndrews, Owner
719 Coal Exchange Building
WILKESBARRE, PA.

TEXAS

JOHN BURKE
Insurance Adjustments
827 KIRBY BLDG., DALLAS
Especially Qualified From Experience to
Handle Cotton Gins, Oil Field Properties
and Industrial Plants

WISCONSIN

THOMAS T. NORTH
ADJUSTMENT COMPANY
Automobile and Side Line Losses
A Specialty
A. E. S. PRIOR, Mgr., Milwaukee Branch
361 Underwriters Exchange Bldg.
MILWAUKEE

NURNBERG-SCHIFFLER & CO.
General Adjusters
Underwriters Exchange Bldg.
MILWAUKEE
400 Broadway Phone—Broadway 7316
7318

Insurance Attorneys

A Directory of Responsible Attorneys Specializing in Insurance Law

ALABAMA

LANGE, SIMPSON & BRANTLEY

929-32 First National Bank Building
Birmingham, Alabama

CALIFORNIA

Dinkelspiel & Dinkelspiel

901 De Young Bldg. San Francisco, Calif.
Associates
Henry G. W. Dinkelspiel David K. Lener
Martin J. Dinkelspiel Leonard S. Lurie
John Walton Dinkelspiel Hiram E. Cassey
All Phases of Insurance Litigation
and Business

CANADA

Lamothe, Gadhois and Charbonneau

Chamber of Commerce Building
17 St. James St., Montreal, Canada
Specializing in all cases of fire, marine, life, and
casualty insurance.
Acting Counsel for: Security Mutual Casualty Co.,
National Surety Co., Lumbermen's Mutual Insurance
Co., Iowa Mutual Liability Co., and others.
ADVOCATES—BARRISTERS—SOLICITORS

Mehr & Mehr

Barristers & Solicitors
Canadian Pacific Building
Toronto, Ontario
Counsel for National Surety Company, Lon-
don Guarantee, & Accident Company Limited
and United States Casualty Co.

COLORADO

Berman & Holland

Representing: Royal Indemnity Co.—Indemnity In-
surance Co. of N. A.—Western Automobile In-
surance Co.—Central Surety & Insurance Co.—Em-
ployers Indemnity Co.—U. S. Automobile Insurance
Exchange.
Completely equipped claim department

W. Felder Cook
Patterson Building, Denver, Colorado—Engaged in
general insurance practice, representing at Hatties-
burg, Mississippi, his former residence, or at Den-
ver, United States Fidelity & Guaranty Co., Aetna Life
Ins. Co., Aetna Casualty & Ins. Co., Maryland Cas-
ualty Co., Georgia Casualty Co., Phoenix Indemnity
Co., Bank Service Corporation, West Side National
Bank.
Investigation, adjustment and litigation of claims.

FLORIDA

Huber, Blackwell & Gray
CONGRESS BUILDING, MIAMI
Casualty, Surety, Fire, and Life In-
surance Litigation in Southern
Florida

JACKSON, DUPREE & CONE

Citrus Exchange Building
TAMPA

GEORGIA

Bryan and Middlebrooks

ATLANTA
Shepard Bryan W. B. Tichenor
Grover Middlebrooks W. Colquitt Carter
Chauncey Middlebrooks Edward B. Everett, Jr.
O. W. Russell M. H. Meeks
FIRE LIFE AND CASUALTY
Insurance Litigation in the Southern States

ILLINOIS

ALFRED R. BATES

ATTORNEY AT LAW
189 W. Madison Street
CHICAGO

ILLINOIS (Cont.)

Frederick A. Brown

1518 Otis Building
CHICAGO

Cassels, Potter & Bentley

1060 The Rookery
CHICAGO

EKERN & MEYERS

Insurance Attorneys
208 So. La Salle St.
CHICAGO

HICKS & FOLONIE

231 So. La Salle St.
CHICAGO

MATTHEW J. O'BRIEN

ATTORNEY AT LAW
A-1018-1022 INSURANCE EXCHANGE BLDG.
CHICAGO, ILLINOIS

Silber, Isaacs, Silber & Woley

Attorneys & Counselors
HOME INSURANCE BUILDING
CHICAGO
Special Attention to the Law of
Fire Insurance and Taxation

JOHN E. CASSIDY

ATTORNEY
Facilities to attend Investigations,
Adjustments and Litigation in
Central Illinois
1004 Peoria Life Bldg. PEORIA

CHARLES S. ANDRUS

Attorney
Specializes in Casualty work, includ-
ing investigations.
614 First National Bank Bldg.
SPRINGFIELD

BROWN, HAY & STEPHEN

714 First National Bank Bldg.
SPRINGFIELD

INDIANA

George A. Henry Delbert O. Wilmett
HENRY & WILMETH
Insurance Attorneys
504-5 Meyer-Kister Bank Building
Indianapolis, Indiana
Specially equipped to handle
Investigations—Adjustments—Litigation

INDIANA (Cont.)

Slaymaker, Merrell, Ward & Locke

Attorneys specializing in All Phases of
Fire, Marine, Life & Casualty
Insurance Litigation
751-760 Consolidated Bldg.
INDIANAPOLIS

IOWA

Jesse A. Miller I. D. Shuttleworth
E. J. Kelly J. R. McManus
Oliver H. Miller Frederic M. Miller
Miller Kelly Shuttleworth & McManus
LAWYERS
1315-1318 Equitable Building DES MOINES

Parrish, Cohen, Guthrie, Watters & Halloran

Attorneys and Counselors at Law
Register and Tribune Building
DES MOINES

Henry E. Sampson Sidney J. Dillon
SAMPSON & DILLON
Attorneys and Counselors at Law
Suite 601 Register & Tribune Bldg.
DES MOINES

KANSAS

A. J. HERROD

Attorney at Law
Specializing in all classes of claims. Attorney
for National Surety Indemnity Company of
America.
511 Huron Bldg. Kansas City, Kansas

LOUISIANA

LAW OFFICES

HAMITER & HENDRICK
Sixth Floor, Giddens-Lane Building
Shreveport, Louisiana

MICHIGAN

M. J. KOSLOW

ATTORNEY-AT-LAW
Personal attention given to
Insurance Claims—Investigations
Adjustments and Legal Work
611 Free Press Bldg., Detroit, Mich.

Walters, Hicks, Carmichael & Head
(Formerly Henry C. Walters, and Walters
& Hicks)
ALL LINES
Represent Companies Only
924-28 Ford Bldg.
DETROIT

DUNHAM & CHOLETTE

ATTORNEYS AT LAW
1012-1016 Grand Rapids National Bank Bldg.
GRAND RAPIDS

THOMAS, SHIELDS & SILSBEE

LAWYERS
American State Savings Bank Bldg.
LANSING

MINNESOTA

ERNEST E. WATSON

All Lines
Represent Companies Only
Including Defense of Negligence
936 Andrus Bldg. Minneapolis

BUNDLIE & KELLEY

SAINT PAUL

SEXTON, MORDAUNT & KENNEDY

ATTORNEYS AND COUNSELORS
Adjusters and Investigators sent to any
place in the Northwest
1601 Pioneer Building
ST. PAUL

MISSOURI

COWGILL & POPHAM

Attorneys and Counselors at Law
Commerce Building
Kansas City, Missouri

STRINGFELLOW & GARVEY

Donnell Court, ST. JOSEPH, MISSOURI
Attorney for: Aetna Life, Aetna Casualty &
Surety, American Surety, F. & D. of Md.,
Gen. Acc. Assur. Corp., Georgia Casualty,
Globe Indemnity, Great American Indemnity,
Independence Indemnity, Preferred Accident,
Royal Indemnity, Standard Accident.

R. E. FINNEGAN

PLANTERS BUILDING
ST. LOUIS, MO.

NEW JERSEY

SAMUEL M. HOLLANDER

COUNSELOR AT LAW
Chamber of Commerce Bldg., Newark, N. J.
Telephone 1140-1 Market
Specialist in the Law on Breach of Warranty
and General Insurance Cases

NEW YORK

LEE, LEVENE & VERREAU

TRIAL LAWYERS
310 Security Mutual Bldg.
Birmingham, New York
Insurance attorneys. Especially equipped to handle
investigations, adjustments and litigation over
central New York.

OHIO

DAVIS, YOUNG & VROOMAN

Attorneys at Law
General Insurance, Fire, Casualty & Surety
Practice. Also facilities for investigations
over Southern Ohio.
Guardian Bldg. CLEVELAND

KNEPPER & WILCOX

Outlook Building
COLUMBUS

Insurance ATTORNEYS

A Directory of Responsible Attorneys Specializing in Insurance Law

OHIO (Cont.)

MATHEWS & MATHEWS
Attorneys At Law
25 North Main Street
DAYTON

DENMAN, MILLER & WALL
TOLEDO

Harold W. Fraser John W. Winn, Jr.
Stanley J. Hiatt Rose W. Shumaker
Hampton G. Wall John J. Kondrick
George R. Effer Gerald P. Openden
Howard H. Jacobson
Fraser, Hiatt, Wall & Effer
ATTORNEYS
Suite 718 Home Bank Building
TOLEDO, OHIO

Marshall, Melhorn, Marl & Martin
1032 Spitzer Building TOLEDO
Edwin J. Marshall John A. Smith
Donald F. Melhorn Thomas J. Lynch
Thomas O. Marl Leland H. Notnagel
Ray Martin C. A. Zinn
Albert T. Goorley Henry R. Bloch
Elwyn G. Davies John M. Kiskadden

OKLAHOMA

CARL KRUSE
FRANK FRANTZ, JR.
309-11 American Nat'l Bank Bldg.
ENID, OKLAHOMA

Rittenhouse, Lee, Webster & Rittenhouse
American National Bank Bldg.
OKLAHOMA CITY

FAIR & CROUCH
KENNEDY BUILDING
TULSA

SOUTH DAKOTA

BAILEY & VOORHEES
Charles O. Bailey Ray F. Bruce
John H. Voorhees Melvin T. Woods, Jr.
Theodore M. Bailey Roswell Bottom
BAILEY-GLIDDEN BUILDING,
SIOUX FALLS,
INSURANCE PRACTICE.

GEO. M. EASLEY

HAL V. HAYS

GEO. M. EASLEY AND COMPANY

GENERAL AGENTS—DALLAS

"HE PROFITS MOST WHO SERVES BEST"

Boston Ins. Co.
Pittsburgh Underwriters
Patriotic Insurance Company
Federal Ins. Co. of Jersey City
Globe Indemnity Co. New York
Fire & Marine Und. Agency of Automobile Ins. Co. of Hartford

TENNESSEE

WINCHESTER & KNAPP
Bank of Commerce Building, Memphis, Tennessee
George S. Knapp Leo Borman Leo Winchester
Specializing in General Insurance, Litigation,
Investigations and Adjustments for Memphis and
Vicinity.
Representing: New York Indemnity Co., Continental
Casualty Co., Liberty Mutual Ins. Co., Norwich
Union Ind. Co., Commercial Casualty Co., National
Cas. Co., Lynton T. Block, Massachusetts Bonding
Co., Southern Surety Co.

WILLIAM HUME
NASHVILLE

WASHINGTON

ROBERTS, SKEEL & HOLMAN
Alaska Building
John W. Roberts Wm. Paul Uhlmann
E. L. Skeel Everett O. Butts
Tom W. Holman Guy B. Knott
Tyne H. Hollander A. P. Curry
Oliver E. Wilson W. E. Evensen, Jr.
Elwood Hutchings H. Henke, Jr.
Frank Hunter
SEATTLE

WEST VIRGINIA

J. W. FITCHETT
ATTORNEY AT LAW
1308-09 Union Bank Building
HUNTINGTON, WEST VIRGINIA
Personal Investigations—Adjustments.
Litigation

HARRY SCHERR
INSURANCE AND
CORPORATION LAW
(Member Firm
Vinson, Thompson, Meek & Scherr)
Huntington, West Virginia

WISCONSIN

RICHMOND, JACKMAN, WILKIE
and TOEBAAS
ATTORNEYS-AT-LAW
Adjusters sent any place in Wisconsin
111 S. Hamilton St. MADISON

BLOODGOOD KEMPER & BLOODGOOD
380-384 East Water Street,
MILWAUKEE
Representing U. S. Fidelity & Guaranty
Company, Metropolitan Life Insurance
Company, Globe Indemnity Company

The A & H Review
IS THE
ACCIDENT AND HEALTH
MAN'S PAPER
\$2.00 A YEAR CHICAGO

established an insurance department, in charge of Joseph Marchesini, writing

fire and casualty policies. A life department will be opened soon.

ON THE PACIFIC COAST

NO INIMICAL LAWS ENACTED

California Lawmakers Favorable to Insurance Interests—Tribute to Agnew and Long

SAN FRANCISCO, May 22.—No legislation inimical to the interests of insurance was enacted at the session of the California legislature which adjourned last week, according to John H. Schively, secretary of the Insurance Federation of California. Mr. Schively pointed out in his annual report that, with but two exceptions which died in committee, not a single measure was introduced during the entire session which could strictly be called revolutionary or dangerous to the business.

Attributing this result as being largely due to preliminary field work, Mr. Schively pays a tribute to the work of Frank J. Agnew, agency superintendent of the Fireman's Fund, and Percy V. Long, assistant general counsel of the National Board. He also said that the agents throughout the state realize the importance of friendly representation in legislative bodies and are working with that idea in mind.

A. M. BROWN, JR., HEADS JUNIOR COMMERCE BODY

SAN FRANCISCO, May 22.—Arthur M. Brown, Jr., junior partner in the firm of Edward Brown & Sons, general agents in San Francisco for the past 54 years, has been elected president of the San Francisco junior chamber of commerce, one of the most important civic organizations in northern California.

The organization, which was formed in 1927 and which now has 650 junior executives in its membership, has been successful in several constructive movements in the city and country of San Francisco. Among its most important activities are the efforts to reduce the fire hazards of the city and increase the equipment, facilities and personnel of the fire department.

Mr. Brown is the son of Arthur M. Brown, now head of the firm, which was founded by Edward Brown in 1875. He started his business career as the third generation of Browns to carry on this work, after graduating from the University of California in 1919. He is a member of the earthquake committee of the Pacific Board, a member of the executive committee of the Pacific Coast Automobile Conference and a member of the theft committee.

Name Coast General Agents

The Thomas F. Finn-George A. Elbow Company of San Francisco has been appointed general agent for the Georgia Home, while the general agency in the

same territory for the Carolina has been placed with the office of Warren Griffiths & Associates. Both companies belong to the Home group.

All Clear Through Kelly

The American Associated Agency in San Francisco was recently appointed general agent for the Lafayette Fire of New Orleans. The business is to be reported to Manager McClure Kelly of San Francisco, who has charge of the entire Pacific Coast territory. The Lafayette is represented in Oregon by the general agency of Bates, Lively & Pearson of Portland. The Continental Agencies has the company in Washington, Idaho and Montana with headquarters at Seattle. However, all the Pacific Coast business, whether direct or in charge of general agencies, is reported through Manager Kelly's office.

Kelly Heads Executive Committee

McClure Kelly, Pacific Coast manager for the North America, Yorkshire and Alliance, was elected chairman of the executive committee of the Pacific Board at its organization session.

Portland Merger Announced

PORTLAND, ORE., May 22.—Consolidation of the business of Martin & Campbell, prominent Portland general agents, with that of Rule & Sons of Los Angeles, who maintain a Portland branch, is announced by O. Rey Rule. This makes one of the largest agencies of its kind in Portland. C. A. Campbell becomes resident vice-president.

Schively Is Fresno Speaker

John H. Schively, secretary of the Insurance Federation of California, was the principal speaker before the annual meeting and banquet of the Fresno Association of Insurance Agents at Fresno, Cal. A large delegation of company executives, association officers from other sections and state association officials attended the meeting, which was described as the largest held by the local organization since its inception. More than 200 were present at the banquet.

Coast Notes

Fire in the plant of Philip Ruxton, Inc., Glendale, Cal., a subsidiary of the International Printing Ink Company of Los Angeles, totally destroyed the plant with a loss estimated at \$50,000.

Arthur A. Smith, at one time a director of the Fireman's Fund, but for the past ten years retired from active business, died at his home in San Francisco at the age of 91. Mr. Smith had a long and active career in finance and commerce on the Pacific Coast.

R. L. Patterson, local agent of Taft, Cal., regional vice-president of the California Association of Insurance Agents, has been elected a director of the newly formed American National Building & Loan Association of San Francisco, a \$5,000,000 institution. Mr. Patterson is also a member of the California legislature.

EASTERN STATES ACTIVITIES

OBSERVE 29TH ANNIVERSARY

Rhode Island Agents Hear Good Addresses in Annual Banquet Held in Providence

PROVIDENCE, R. I., May 22.—National association activities, the merit rating of private passenger cars and the annual convention of the New England Association of Insurance Agents, to be held July 9-11 at Bretton Woods, N. H., were among the subjects discussed at the 29th anniversary banquet of the Rhode Island Association of Insurance Agents. President C. B. Mackinney

presided and following the dinner introduced Edwin J. Cole of Fall River, who brought the greetings of the National association.

James W. Cook, chairman of the New England advisory board, reviewed the progress to date of the National association's five-year development plan. He stated that the board favors the issue of monthly bulletins by the various state associations and asked the Rhode Island men to give the matter attention. He then took up the question of the recent reduction of commissions by the Oil Insurance Association. While the oil situation is not a factor in this section, Mr. Cook feels that agents in all sections are vitally concerned with the arbi-



The Special Agent Speaking:

"There are many reasons why I advise anyone who wants to make the most out of the insurance profession to use the Insurance Producers Bulletin. Its issues are written in a clear, lucid style, it is absolutely independent and unbiased—carries no advertising—and with this publication the agent's interests always come first.

"But, what I think is most important, it is BRIEF. We men in the field have no time to waste reading lengthy articles, no matter how good they are. But here is a sheet which can be read in TEN MINUTES—three times a month. And if you read it faithfully you'll find that it will supply you with ALL the information you need in order to sell more insurance.

"Yes, I, too, was sceptical at first. But I took it on free trial, and now you couldn't take it from me with a gun. Why don't you try it and see for yourself. You can get all the back numbers for over three years, a loose-leaf leatheroid cover and new bulletins for a year—all for \$13.50.

"Try it, you'll agree with me that it's worth many times the price."

Send the coupon today for a free trial of this valuable business-builder for the live wire agent.



SPECIAL 30-DAY APPROVAL OFFER
4 years for \$13.50—less than 1 cent a day!

Insurance Producers Bulletin
Insurance Exchange Building, Chicago, Ill.

Send me in accordance with your offer the Insurance Producers Bulletin Service on 30 days' FREE approval. It is understood that I am under no obligation in any way, and I agree to return the Service within 30 days if not satisfied, otherwise I will remit \$13.50 in payment for service to May 1, 1930.

Name

Address

City State.....

N. U.-5-23-29

trary action of the companies in making the reduction without conference.

Fire Prevention Study Urged

Philip H. Willbourn, Rhode Island commissioner, urged greater efforts towards fire prevention study in the public schools and said insurance men should, through their influence with legislators, attempt to have laws passed to that effect.

Readjusting the automobile insurance viewpoint was the subject of H. P. Stellwagen, assistant vice-president of the Indemnity of North America. His remarks on merit rating were given close attention.

William Quaid, the vice-president of the recently organized Southern Fire, made a hit with his witty remarks covering a wide range of subjects. There is no business, he stated, where the salesmen know as little about the manufacturing process as in insurance. It costs 13 cents to put a policy on the market and the selling cost is 22½ cents, a figure that many agents cannot justify. Mr. Quaid paid a compliment to those in attendance, stating that, while few in numbers, they must carry the burden and responsibilities of the business. It was his experience that less than 10 percent of the producers write 80 percent of the business.

Insurance Man Heads "Ad" Club

Another insurance man has been elected president of the Hartford Advertising Club, which has been directed by insurance representatives for a score of years—and very successfully. John Lee Brooks, in charge of the insurance department of the A. H. House Real Estate & Insurance Agency, is the new president. He succeeds Frank S. Montgomery, advertising counsel for the Phoenix Fire. Previous presidents were J. W. Longnecker, A. W. Spaulding, Leon Soper, Clarence T. Hubbard and Willard Rogers, all well known Hartford insurance men. A. G. Dugan of the advertising department of the Hartford Fire was elected secretary.

Crawford County, Pa., Agents Elect

The Crawford County Association of Insurance Agents held its annual meeting in Titusville, Pa. These officers were elected: President, Maxwell B. Chick, Titusville; vice-president, J. C. McCarty, Conneautville; secretary, L. M. Hilliard, Meadville; treasurer, John A. Bolard, Cambridge Springs. It was voted to invite the Pennsylvania State Association of Insurance Agents to hold its 1929 convention at Conneaut Lake in August.

Hall Heads Association

William A. Hall, Jr., has been elected president of the Underwriters Protective Association of Newark, which conducts the Newark Salvage Corps. C. W. Bailey, president of the American, and Neal Bassett, president of the Firemen's, were elected vice-presidents. Charles M. Henry was made secretary and treasurer. Thomas L. Farquhar, president of the Newark, is chairman of the executive committee.

Proposes Mutual Plan for Cities

POUGHKEEPSIE, N. Y., May 22.—Mayor Sague of Poughkeepsie is circulating the mayors of many of the cities in his state to find out whether they would be willing to join a state wide mutual plan of insurance for cities. It is stated that this subject will be brought before the mayors' conference at Binghamton June 18-20. Poughkeepsie is discontinuing the fire insurance on its schools and public buildings.

Rochester Rate Reduction Sought

ROCHESTER, N. Y., May 22.—An effort to get lower fire rates for Rochester is being made. Stephen B. Story, city manager, in conjunction with the commissioner of public safety, is preparing data upon which a claim for reduction of rates in Rochester will be made to the state rating organization. Rochester's basic rate is now 18 cents per thousand. Rochester was second in 1928 in the United States for low fire losses and there has been considerable

agitation for a reduction of the basic rate.

Hotel Men Seek Rate Reduction

BUFFALO, N. Y., May 22.—All New York state hotel men will unite in a campaign to bring about general fire rate reductions on their property, as the result of a discussion of insurance at their annual convention here. Many speakers declared the present insurance rates on their property are too high, and it was voted to ask for a new general classification including hotels and other similar buildings. At the same time the agents were asked to consult their brokers and agents and to make sure they are adequately covered in all lines of insurance, many hotel proprietors unknowingly lacking one or more vital forms of insurance.

Increase Dunkirk School Coverage

A special committee appointed by the board of education of Dunkirk, N. Y., to study its fire insurance system has submitted a report showing it has consolidated 148 policies now outstanding into ten policies covering all the school property and revealing that the committee, which was appointed with power to act, increased the total coverage of the board from \$502,450 to \$1,083,400.

Incorporate New General Agencies

BOSTON, May 22.—The Insurance Agency & Service Corporation of Boston is another new general agency here. It is incorporated with authorized capital of \$50,000. Incorporators are James H. Smyth of Brookline, Roger C. Noyes of Braintree and Byron G. Morgan of Melrose.

The Commonwealth Insurance Agency

Corporation has also been incorporated. The officers are: President, Francis Mahoney, Brighton; treasurer, Robert C. Scully, Cambridge; clerk, Mary F. Fitzpatrick.

Eastern Notes

Michael J. O'Brien, well known local agent at Seneca Falls, N. Y., has been elected president of the Rotary Club of his city.

Sylvester M. Budlong and Henry Q. Marsh announce the opening of general insurance offices in the National Exchange Bank building, Providence, R. I.

Albert H. Adams, Buffalo fire and casualty agent for the past 25 years, died in his home in that city following an accident, at the age of 80 years.

A. E. Jennings and Walter S. Stone have formed a general insurance business at Buffalo with offices in the Gerrans building and will operate under the firm name of Jennings-Stone Company.

The Paramount Underwriters of New Rochelle, N. Y., has been chartered with \$5,000 capital to engage in the general insurance business. Herman E. Warshawer, Noah L. Braunstein and Ely W. Goluboff are directors.

The W. H. Okun Agency of New York City has been chartered at Albany with capital of \$5,000 to conduct an insurance agency. George R. Bregman, Irwin I. Groff, Rose Rothenberg, 2 Lafayette St., New York City, are the incorporators.

The R. W. Goode Company, 49 Niagara street, Buffalo, has changed its name to Hoyt & Hamilton, the partners being John Hoyt and E. J. Hamilton. The company, in addition to its general fire insurance business, heretofore handled, has been appointed general agent for the Reliance Casualty of New Jersey.

License for the Twin City Fire to write fire and marine—except ocean—in Massachusetts has been issued. Floyd W. Andrews of Boston has been appointed the company's agent.

IN THE CANADIAN FIELD

THREE-YEAR DATA REQUIRED

Companies Must Submit Figures for 1925, 1926 and 1927 in Ontario Auto Rate Probe

TORONTO, May 22.—The inquiry into automobile insurance rates in Ontario has been adjourned for an indefinite period. Justice Hodgins, who is conducting it, will issue an order calling for the loss experience of the companies for 1925, 1926 and 1927. In order to give the companies sufficient time to prepare this information, the inquiry will probably not be resumed until Sept. 1.

Accountant on Stand

At a session held on Tuesday, A. E. Nash, who is a member of one of the most prominent accounting firms in Canada, appeared as a witness for the Canadian Automobile Underwriters Association, and gave evidence regarding a special investigation he had made for that body. This covered all branches of casualty business, however, and Justice Hodgins objected to such material as irrelevant. V. Evan Gray, counsel for the association, contended that total expenses in relation to premiums had to be taken into consideration at the start. The available expense records covered various casualty lines.

Major Nash stated that the net premiums in 1927 for 90 companies amounted to more than \$26,000,000, and that of this amount automobile insurance represented 33.06 percent. For the period 1923-27 the ratio of expenses to premiums earned by a large group of companies, excluding fire business, ranged from 44.06 percent to 46.01 percent. The trend has been downward since 1924.

Thom Made Assistant Manager

Kenneth Thom has been appointed assistant general manager of the British America and the Western Assurance. He succeeds the late E. F. Garrow. Mr. Thom has had 33 years of insurance experience in Canada and is well known throughout the Dominion. He will take charge of the business of the companies in the province of Quebec. His head-

quarters are at 419 St. Peter street, Montreal.

Names Casualty Supervisor

H. C. Mills, manager of the western Canadian department of the North America, Philadelphia, and Indemnity of North America, announces the appointment of Frank H. Jones to supervise their casualty business throughout western Canada. Mr. Jones has been actively engaged in the general casualty business for several years.

Adopt Graded Scale in British Columbia

MONTREAL, May 22.—The British Columbia Fire Underwriters Association, at a special meeting held here recently went into the question of agents' commissions in that territory, and adopted a graded scale of 15 percent, 20 percent and 25 percent.

Halifax City Insurance Divided

MONTREAL, May 22.—Fire insurance on property of the city of Halifax has again been given to old line companies. Some members of the city council favored the Northwestern Mutual Fire, which quoted a lower rate, but City Solicitor Bell gave his opinion that it is not legal for the city to enter into contracts with mutuals. The rate for the business is \$13.46 per \$1,000, compared with \$12.50 last year and \$13.50 the year before.

The Halifax school board, which controls the school properties, has awarded its business to the Northwestern Mutual at \$12.10, with a 25 percent rebate on a three-year contract.

Company Would Change Name

At a special meeting of the shareholders of the Dominion of Canada Guarantee & Accident this week in Toronto, a recommendation will be made to authorize the directors to apply to the parliament of Canada for an act to change the name of the company to the Dominion of Canada General Insurance Company, and to increase its capital.

Homestead Enters Canada

The Homestead Fire has been licensed in Canada to write fire insurance, sprinkler leakage, tornado, automobile and limited explosion insurance. F. W. Evans of Montreal has been appointed chief Canadian agent.

The Canadian General has had accident, burglary, guarantee, inland trans-

portation and forgery insurance added to the classes which it may write in Canada.

Ham Made Winnipeg Manager

TORONTO, May 22.—The Canadian Surety announces the appointment of A. Leslie Ham as manager of its Winnipeg office, with supervision over Ontario west of the Great Lakes, Manitoba and Saskatchewan. Mr. Ham is a son of A. E. Ham, former insurance superintendent of Manitoba, and is a lawyer by training, but has lately been engaged in insurance adjusting.

Heavy Losses Reported

In the third disastrous fire in Pug-

wash, N. S., in the last two years, 25 structures including 15 residences, two churches, a hotel, a tan factory, barns and smaller buildings, were destroyed. The loss is estimated at about \$125,000. The estimated damage caused by the fire which destroyed the provincial normal school at Fredericton, N. B., is now placed at about \$300,000.

Canadian Notes

The Aero Indemnity and the Aero Insurance Company have been licensed in Manitoba.

Fire at Burnaby, B. C., gutted a large part of the building occupied by the Canadian Hatcheries. The loss is estimated at \$50,000.

MOTOR INSURANCE NEWS

NEW THEFT RATES IN KANSAS

Companies Withdraw Schedule Previously Filed and Will Submit New One by June 1

TOPEKA, KAN., May 22.—New automobile theft rates for Kansas will not be effective until some time in June. The companies have withdrawn the schedule filed some time ago and will present a new schedule to the department about June 1, Commissioner Hobbs announced, following a conference with officials of the companies last week.

First Schedule Unsatisfactory

The 1929 legislature passed a law putting automobile theft rates under the jurisdiction of the department, along with fire insurance rates. Shortly after the close of the legislature the companies filed a new schedule. While no official statement was given out, it has been known for some time that the department would not approve the schedule as submitted. There were several conferences at which the department pointed out what it thought was wrong and what changes ought to be made.

The schedule raised rates in some territories on some cars and reduced other rates. There was great variation in the new schedule from the present rates.

POINT OUT INCONSISTENCY

Stock Company Agents Resent L. M. Goodman Representing Standard Offices and Motor Reciprocal

Recent criticism by the Detroit Better Business Bureau of the Casualty Association of America's Federal Motor Club, as to its advertising and sales methods, has focused the attention of Michigan stock company agents to some extent on the manager of this club, Lawrence M. Goodman. Mr. Goodman, who is also secretary of the attorney-in-fact which operates the reciprocal and who is generally deemed the personality behind both "club" and exchange, is, it develops, a many-sided insurance figure who, while pushing reciprocal insurance to the limit, also represents stock companies "on the side." Mr. Goodman's stock company affiliations, it develops from scanning the department's license records, come through the Manufacturers Insurance Agency, of Detroit. It appears that he is president of this corporation and that the agency is licensed for a number of leading companies.

Many agents who have been forced to contend with the sometimes questionable competition afforded their carriers by the Federal Motor Club look upon Mr. Goodman's continued representation of stock companies as an unpardonable affront to the loyal stock insurance representatives. They can only explain it by lack of knowledge as to the complete facts on the part of these companies.

TITLE LAW VALUE REVIEWED

B. G. Eynon, Motor Vehicle Registrar, Speaks at Pennsylvania Insurance Days Session

ALLENTOWN, PA., May 22.—The importance and value of a certificate of title law in checking automobile thefts was reviewed at the Pennsylvania Insurance Days session here today by Benjamin G. Eynon, registrar of motor vehicles for Pennsylvania. In that connection he said:

"Automobile thefts in the United States the past few years have assumed alarming proportions, and although theft losses are said to be decreasing, the problem still remains so serious that all possible steps should be taken to combat it. Estimates have been made that cars valued at from \$150,000,000 to \$200,000,000 were stolen in 1928, although it is manifestly impossible to obtain accurate figures on these losses.

Restricts Operations of Thieves

"It is too often argued or expected that a certificate of title or bill of sale law is an anti-theft measure. This is true only to a certain extent, in that such a measure through its moral effect tends to restrict the operations of motor thieves and to destroy the market for the cars which they steal. No law enacted will stop the actual theft of automobiles, but having stolen them, the thief is in a precarious position if he is unable to dispose of his loot.

"Since November, 1923, Pennsylvania has had on its statute books an effective and workable certificate of title law, and the new vehicle code retains this important feature, with added clauses for the protection of motor car owners.

"In the two-year period from March, 1927, to March, 1929, bureau records show the recovery of 1908 automobiles with an estimated value of \$1,047,708. Of course, not all of these recoveries are due to a direct application of the title law, but the majority of them are directly traceable to its influence. In analyzing some of these recoveries, the reports show 1,220 of these cars were found after having been abandoned by thieves; 290 found in the possession of persons not the rightful owners, but not the thieves, and in this connection there were 332 arrests made. The number of Pennsylvania cars found in other states during this period was 137, and 290 cars from other states were recovered in Pennsylvania.

Uniform Regulation Needed

"Insurance companies have learned that in the prosecution of motor thieves it has been an outstanding fact that their operations are invariably confined to states not having a title law, and even now, certificate of title laws in operation in 19 of the states are not as effective as they could be, because while they make it practically impossible to dispose of a stolen car in the same state in which it is titled, it is possible for the thief to take it to another state and dispose of it by using a fictitious bill of

Hazardless Cleaning

FOR non-inflammable, non-explosive cleaning, recommend Oakite materials. Used in water solution, safely, quickly, economically. There are no hazards such as are present when gasoline or other volatile materials are used.

More than 19,000 firms in over 300 industrial groups have found Oakite materials the solution to all their cleaning problems.

Booklets covering every industrial cleaning need gladly sent to insurance companies or representatives—without charge.

Oakite Service Men, cleaning specialists, are located in the leading industrial centers of the U. S. and Canada

Manufactured only by

OAKITE PRODUCTS, INC., 54B Thames St., NEW YORK, N. Y.

OAKITE

Industrial Cleaning Materials and Methods

Since

1899 The Northwestern Fire & Marine Insurance Company has been giving a complete insurance service of practical value to agents.

NOW WRITING

FIRE TORNADO HAIL LIGHTNING
AUTO EXPLOSION RIOT SPRINKLER LEAKAGE

Applications welcomed in territory where this company is not already represented.

JOHN H. GRIFFIN, President

NORTHWESTERN

FIRE & MARINE INSURANCE COMPANY
MINNEAPOLIS, MINNESOTA

National Inspection Company

Incorporated 1903

This corporation reports on the underwriting aspects of heavy manufacturing and mercantile properties throughout the following states:

Michigan
Wisconsin
Minnesota
Ohio

Indiana
Illinois
Iowa
Nebraska
Missouri

Kansas
Kentucky
Tennessee
Oklahoma

Managed by

J. G. Hubbell

H. B. Chrissinger

R. L. Thiele

176 West Adams St., Chicago, Ill.

FOR THE UP-TO-THE-MINUTE AGENT

Colors
Blue
Red
Green
Gold



Any
Design
Any
Shape

ORDER YOUR NEXT SUPPLY
FROM DAVENPORT-TAYLOR MFG. CO., 412 ORLEANS ST., CHICAGO
OR FROM THE NATIONAL UNDERWRITER, CHICAGO

MINNEAPOLIS FIRE & MARINE INS. CO.

430 Oak Grove Street
Minneapolis, Minnesota

Walter C. Leach, President
F. M. Merigold, Sec'y and Treas.

John D. M. McMillan, Vice-Pres.
A. C. Holmgren, Ass't Treas.

FIRE—TORNADO—THRESHER—AUTOMOBILE INSURANCE

sale. This condition cannot be remedied, nor can the title law be made perfect until there is a uniform regulation in effect in every state."

Regulates Service Clubs

SAN FRANCISCO, May 22.—Assembly Bill 485, which provides regulation of automobile service clubs in California under the jurisdiction of the insurance department and compels them to have at least \$100,000 in resources, was passed the last day of the legislature with several changes from its original form, although its effect remains the same. It is expected that Governor Young will sign the measure.

Many Wichita Cars Stolen

WICHITA, KAN., May 22.—An epidemic of automobile thefts has struck Wichita, according to records of the police department. The first 17 days of the month 53 cars were reported stolen. This number is more than double the largest theft total of any entire month of 1928 and is causing local insurance interests considerable alarm. While a large percent of the stolen cars have been recovered, having been taken by joyriders, there is no question that an organized theft ring is operating much too successfully. The police department has made an appeal to the public through the newspapers to be more careful in locking cars.

Mutual Offers Touring Service

LANSING, MICH., May 22.—A forecast of the type of competition the stock companies and their representatives will soon be forced to meet on every hand was seen during the past week in the announcement by the Auto Owners of Lansing, a mutual, that it would henceforth supply its assureds with all of the services of a touring information bureau. The Auto Owners' new service appears to be as broad as any offered by the motor clubs, including the Detroit Automobile Club and its inter-insurance exchange.

Strong Factors Back of Merger

(CONTINUED FROM PAGE 4)

companies for handling automobile business, each getting the benefit of the agency force of the other. This led to close contact between the two organizations; and eventuated the present intended complete tie-up.

Market Value of Stocks

The par value of shares of the Fidelity & Casualty is \$25; that of the Continental and of the Fidelity-Phenix, \$10 each. Shares of both of the fire companies are dealt with on the New York Stock Exchange, the latest quotation for Continental stock being 88 and for the Fidelity-Phenix, 107. The high price attained by the former this year was 95, and by the Fidelity-Phenix, 112. Fidelity & Casualty's present market quotation is 220 bid, 235 asked.

Will Link Interests Together

Once the deal proposed be consummated it is intended that Paul L. Haid, president of the Continental, will become a director of the Fidelity & Casualty, while Allan J. Ferres, vice-president of the latter corporation, will go on the directorate of the Fidelity-Phenix. W. J. Matheson and William Woodward, members of the board of the Continental, are likewise directors of the Fidelity & Casualty, while John J. Riker, another board member of the latter company, holds a like connection with the Fidelity-Phenix.

No Change in Personnel

It is distinctly understood that the corporate entity of the Fidelity & Casualty will be maintained, and the personnel of its executive and divisional staff, together with its field force, remain undisturbed. Robert J. Hillas, president of the Fidelity & Casualty, has been a director of the Continental for the past two years, while on the other hand, Ernest Sturm, chairman of the board of the America Fore companies,

is on the directorate of the Fidelity & Casualty.

It is intended to increase the capital of the Continental from \$15,000,000 to \$20,000,000, and that of the Fidelity-Phenix from \$10,000,000 to \$15,000,000. Such of the new issue as may be required to purchase the stock of the Fidelity & Casualty is to be put out at once. The basis of the proposed deal is that shareholders of the Fidelity & Casualty receive one and three-eighths shares of stock of the Continental, and one and one-eighth share of Fidelity-Phenix stock for each share of Fidelity & Casualty stock now held. It is also stipulated that an extra dividend of \$1.50 per share be declared by the casualty company. To make the exchange effective 75 percent of the stock of the Fidelity & Casualty must be on deposit with the Central-Hanover and Trust Co. by July 10.

Fire Company Stockholders' Meetings

Stockholders of the Continental and of the Fidelity-Phenix will hold special meetings June 21, at which the proposals to increase the capital of each of the companies will be acted upon. In addition the shareholders will be asked to "authorize the directors of the companies to utilize the additional shares, at their discretion, for the exchange of stock of other insurance corporations in which investments may be legally made, the distribution of stock dividends, or for offerings to shareholders to obtain additional capital."

Chairman Sturm's Statement

In advising stockholders of the proposed important move, Ernest Sturm, chairman of the boards of the America Fore companies, says in part: "The Fidelity & Casualty is one of the oldest and best established casualty companies in the country. Organized in 1874 it has a cash capital of \$4,000,000 and a surplus exceeding \$7,500,000, with total assets in excess of \$39,500,000. The acquisition of this company will give to the Continental and to the Fidelity-Phenix a well-rounded organization offering all classes of insurance except life. Casualty premiums have shown rapid growth in the last five years, from \$497,000,000 in 1923 to \$762,000,000 in 1928, an increase of 53.44 percent, while fire premiums in the same period have grown from \$997,000,000 to \$966,000,000 or but 9.89 percent."

Well Backed Financially

Stockholders of the Fidelity & Casualty, in explanation of the exchange arrangement proposed, are advised that the Continental has a present cash capital of \$15,000,000, and a net surplus in excess of \$37,000,000, while the Fidelity-Phenix with a capital of \$10,000,000 has a surplus beyond \$29,000,000. These two companies own, one-half each, the American Eagle Fire and First American Fire, the former having a capital of \$1,000,000 and a net surplus of \$600,000, while the more recently organized First American, also possessing a capital of \$1,000,000, has net surplus of over \$1,700,000. The companies likewise have the same interest in the Fire Companies Building Corporation, whose capital is \$3,000,000 and surplus beyond \$1,500,000.

Been Successful from Start

Robert J. Hallas, president of the Fidelity & Casualty, has spent his entire business life thus far in its service, having entered its employ as a boy in 1880. Allan J. Ferres, its vice-president, too, has known no other business employer. Mr. Ferres is agency director and in addition to being one of the best informed casualty underwriters in the United States, is one of the most respected. Its aggregate premium income last year being \$26,033,408.

Linked up with the America Fore combination the Fidelity & Casualty will make greater strides in the future than it has in the past. Its career since its launching in 1876 has been one of almost uninterrupted progress.

Great Peril of Film Storage Pointed Out

(CONTINUED FROM PAGE 3)

ond, the entire storage should be equipped with automatic sprinklers through which the fumes will be kept below the ignition and explosion point and the heat of decomposition will be reduced so that additional films will not be ignited.

The National Board states that probably of greater value than improved storage conditions for X-ray film would be the elimination of the nitrated type of film. A safe and equally good substitute is available, known as the acetate-cellulose or safety base film.

Danger of Politics Seen

The hospital and insurance people recognize the fact that in view of the Cleveland catastrophe there is danger of political considerations entering where local authorities attempt to force hospitals to act. Some of the state fire marshals, it is understood, are already endeavoring to bring about stricter regulations. The insurance and hospital authorities are anxious for a joint committee to draw up a set of regulations that will be advisory and that can be used by local authorities in their inspection of hospital arrangements.

Panicky Feeling Seen

After the Cleveland Clinic disaster there was a panicky condition all over the country. People in hospitals, physicians and others began to question the safety of the various hospitals. It is stated that the new St. Luke's hospital addition in Chicago has the most up-to-date arrangement for the storage of films. The storage room is in the tower, being the topmost part of the structure. This gives ample vent for any fumes that may arise. It is in a fireproof vault.

Investigation Made

CLEVELAND, May 22.—For hours after the Cleveland Clinic disaster, chemists and authorities disagreed on its exact contents. However the source was quickly pinned down to the X-ray films as stored in steel file cases in a fireproof basement vault. Burning gelatin from films and plates gave off the powerful gas which was at first thought to be bromine due to its yellowish color. The explosions to date are attributed to spontaneous combustion due to overheated and leaky steam pipes. Other possibilities, however, have been unearthed, including an electric light bulb in close proximity to the inflammable materials.

Investigations Made

Many city and state investigations were under way on the day after the tragedy, including inquiries by City Manager Wm. R. Hopkins, city fire warden, state deputy fire marshals and many others. Main issue of inquiry surrounded a steel fire door which was purported to have been open the morning of the blast. However, it is a matter of question whether the explosion might have been even worse if confined by the closed door. Actual negligence has not been found in the majority of reports. The building was fireproof and films were stored in a fireproof basement room which was considered safe.

Inspections Were Frequent

Fire inspections were frequent and the last such inspection took place only five days before the disaster. Regardless of the outcome of inspections, a revolutionary idea of film storage will result. With danger heretofore unrecognized in its proper significance, the initial disaster of its kind will pave the way to separate outside fireproof storage buildings for X-ray film. From all over the country come interested inquiries regarding future practice. Already a movement is under way in Cleveland and films are

being transferred from large hospital buildings. Other cities have sent delegates to learn what they can from the Cleveland disaster. As a result of the tragedy, a more rigid insurance code surrounding the subject will probably be agreed upon.

Fire loss to the four-story building and its contents, including costly instruments, is estimated at \$50,000.

Articles in "Modern Hospital"

In December, 1924, W. M. Krieger, chief engineer in the western department of the North America, wrote an article for the "Modern Hospital," the organ of the hospitals, telling about the protection of a hospital against x-ray film peril. In November last year, R. D. Hobbs, assistant manager of the Western Actuarial Bureau at Chicago, brought the matter up to date with another article in the same publication.

Pennsylvanians Honor Kingsley

(CONTINUED FROM PAGE 5)

Repeating last year's success, and Wednesday afternoon the convention divided into several groups, each devoted to one phase of the business.

Harry I. Koch of Allentown presided at the opening as general chairman and also gave the address of welcome in the absence of the mayor, detained by ill health. The response was voiced by W. F. Kendrick, president of the Commonwealth Casualty and ex-mayor of Philadelphia. The balance of the first morning's session was given over to formal talks. A. S. Galland, president of the Pennsylvania Association of Insurance Agents, told of that body's aims and pledged its support to the federation. A talk on sprinkler service as an agency aid by Fred D. Schnebke, president of Schnebke & Co., New York, closed the session.

Holland Is Afternoon Chairman

Charles H. Holland, president of the Independence companies, opened the afternoon session as general chairman. Austin J. Lilly, general counsel of the Maryland Casualty, talked on legal phases of the insurance contract and spoke particularly of automobile problems. He suggested the advisability of a rider for Pennsylvania policies to cover the assureds in New York.

Jesse S. Phillips, president of the Great American Indemnity and former insurance commissioner of New York, spoke on the trend of insurance legislation and particularly urged federation members and all in the insurance business to aid in the checking of the prevalent modern disease of legislative itch.

Held Advertising Discussion

The latter part of the afternoon session, with Senator W. R. Roberts as chairman, was devoted to a discussion of advertising. The company slant was given by Clarence A. Palmer of the North America and the agent's slant by Harry L. Godshall, local agent at Atlantic City. M. Palmer outlined the North America's "White Fireman" campaign. Mr. Godshall gave a detailed account of his advertising during his 13 years of successful agency operations, showing the valuable results from this expenditure, which is now over \$6,000 annually. The annual business session concluded the Tuesday afternoon session.

W. F. Kendrick and W. L. Anthony are the two new vice-presidents, succeeding William Embury and R. L. Rodgers. The directors were reelected. Robert Dechert, Henry G. Scott, C. M. Campbell and Henry B. Gibbel being added to the list.

Two Points Hit by Storm

A tornado struck Lenoxxburg, Bracken county, Ky., this week. A storm also hit Wichita Falls, Tex., and caused considerable damage.

Directory of Leading Local Agents

The following are recommended as among the prominent and reliable agencies with good facilities for exchange and outside business.

COLORADO

Standart & Main
General Agents for
Colorado, New Mexico & Wyoming
Patterson Bldg. DENVER

ILLINOIS

**CRITCHELL, MILLER
WHITNEY & BARBOUR**
Established 1888
Insurance Exchange Building
CHICAGO

Eliel and Loeb Company
Insurance Exchange
Chicago

FRED S. JAMES & CO.
Insurance Exchange Building
Chicago

S. E. MOISANT CO., Inc.
Largest Agency in Kankakee Co.
164 No. Schuyler Ave.
Kankakee, Ill.

INDIANA

**THE STATE SAVINGS AND
TRUST COMPANY**
INSURANCE DEPARTMENT
9 East Market St., Indianapolis, Ind.
Complete facilities for handling all lines of
insurance anywhere in the State of Indiana.

KANSAS

MEADE INSURANCE AGENCY
TOPEKA, KANSAS

**WHEELER KELLY AND
HAGNY COMPANY**
Wheeler Kelly & Hagny Bldg.
Wichita, Kansas

KENTUCKY

**Chapman Insurance
Agency**
GENERAL AGENTS
U. S. Casualty Co. and agents for
leading Fire Insurance Companies
1310 STARKS BLDG. LOUISVILLE, KY.

LOUISIANA

LEON IRWIN & CO., Inc.
Unexcelled Insurance Facilities
NEW ORLEANS, LA.

MICHIGAN

Detroit Insurance Agency
George J. Gnaul, Pres.
Harry L. Newman, Vice-Pres.
George W. Carter, Vice Pres.
Louis J. Lepper, Sec. -Treas.
Howard W. Gnaul
Insurance Ex. Bldg. Detroit, Mich.

MURPHY & O'BRIEN
INSURANCE UNDERWRITERS
Tenth Floor, Donovan Building
DETROIT, MICH.

Established 1875

Grinnell-Row Company
GENERAL INSURANCE
Grand Rapids, Michigan

MISSOURI

Chas. L. Crane Agency Co.
Underwriters in All Branches
Thoroughly Trained Engineers
Representing the Largest Leading Companies
Eleventh Floor Pierce Bldg.
St. Louis, Mo.

Lawton-Byrne-Bruner
INSURANCE
Saint Louis

NEW JERSEY

Boynton Brothers & Co.
Ernest H. Boynton, President
Fred J. Cox, Vice President & Treas.
Roy C. Ewarta, Secretary
Insurance, Mortgages and Real Estate
87 Smith Street
PERTH AMBOY, NEW JERSEY

NEW YORK

CENTRAL FIRE AGENCY, INC.
(Underwriting Agency)
Risks accepted throughout the United
States, Canada, Cuba and Porto Rico
92 William Street, New York City

OHIO

ESTABLISHED 1870
**The Bruner-Goodhue-Cooke-
Cranz Agency Co.**
General Insurance
AKRON, OHIO
Representing Leading Companies Only

OHIO (Cont.)

The McINTOSH-BOWERS-WEST CO.
Brokerage
Promptly Handled
148 So. Howard St. Akron, Ohio

Walter P. Dolle & Co.
"Insures Anything Insurable"
Dixie Terminal Bldg.
CINCINNATI
Submit Your Propositions to Us

Established 1899

FRANK J. MACKLIN
FIRE INSURANCE
306-10 Citizens Bank Bldg.
COLUMBUS, O.

THE C. F. MEDARIS CO.
Loans - Insurance
Surety Bonds
610 Gardner Bldg. Toledo, Ohio

Established 1877

The Davis-Woodman Co.
INSURANCE
Corner Phelps and Boardman Streets
Youngstown, Ohio

OKLAHOMA

**THE T. E. BRANIFF
COMPANY**
Insurance Specialists
Oklahoma City, Oklahoma

American Agency Company
GENERAL AGENTS
Fire and Casualty Company
Atlas Life Building
TULSA, OKLA.

TENNESSEE

LOVENTHAL BROS.
Representing Seventeen Strong
Companies, writing every form of
INSURANCE
General Agents New York Indemnity Co.
Nashville, Tenn.

TEXAS

RICE & BELK
INSURANCE
Established 1886
HOUSTON, TEXAS

VIRGINIA

Established 1880
JAS. T. CATLIN & SON CO.
INCORPORATED
Insurance
Masonic Bldg. Danville, Va.

WEST VIRGINIA

DeVan & Company
INSURANCE
201-202-203-204 Union Bldg.
Charleston-Kanawha, W. Va.
Experienced and Expert Attention to
Brokered Lines. All Leading Companies.

FOUNDED 1876

Patterson, Bell & Crane Co.
INSURANCE and BONDS
CHARLESTON, WEST VIRGINIA
Engineering Services and Underwriting
Facilities for W. Va. Lines

J. F. Paull & Company
GENERAL AGENTS
Rooms 508-9-10 Board of Trade Bldg.
Wheeling, W. Va.
Ohio, Pennsylvania and West Va.
Business Solicited

LEE C. PAULL
INSURANCE
Wheeling, W. Va.
Engineering Dept. Brokerage Dept.
J. E. Brown O. W. Linde
W. Va. Brokerage Solicited

WISCONSIN

Chris Schroeder & Son Co
86 Michigan St. MILWAUKEE
Engineering Service—All Lines
The largest insurance agency in the
State of Wisconsin

Carpenter & Rowland
612 Main St. RACINE, WIS.

Order the Right Kind of POLICY LABELS

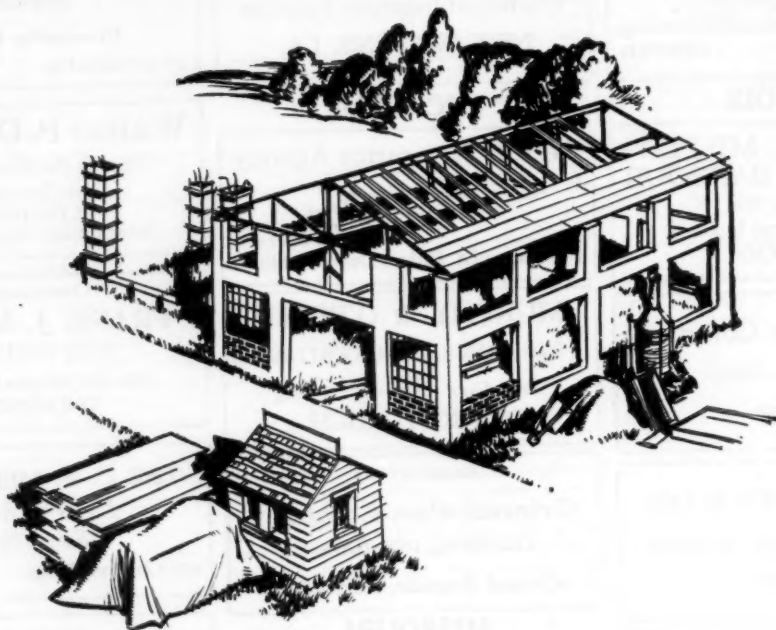
Labels that are rich in color—fine in
execution—labels that sell—labels that
stick—are the kind that deserve a
place on your issued policies.

You can get them of the National
Underwriter, Chicago, at a price that
will surprise you. Write for samples
and prices.

The National Underwriter

Unapproached in the Value and Completeness of Its Statistical Service

Accepting the low bid sometimes proves costly



*A series of
advertisements
having to do with
the Agent's part
in saving Life
and Property*



*A reduced
number of losses
means
Lower Rates*

NOT always is it sound for the prospective builder to select the contractor who puts in the lowest bid. Inefficient planning, inexperience, over-extension, inability to secure proper materials, high labor turnover, poor credit and numerous other contractor-weaknesses occasionally turn low bids into most expensive settlements.

The Bonding Company is equipped to investigate the contractor's qualifications for handling the work and, through its agent, to give the prospective builder valuable advice on the subject. If the Company issues a bond covering the contractor's obligations it is reasonably certain that the work will be completed in accordance with specifications. If, by any chance, it is not, the Company will protect the owner from loss.

The Agent's knowledge of the local situation and the general character of the contractor places him in a position to be extremely valuable to the Company in the proper underwriting of the contract bond.

Indemnity Insurance Company of North America

PHILADELPHIA

Ma

Ne

H. P.

R

LAU

Tells S

men

That

the ca

ness s

discoun

H. P.

dent of

in his

the RH

sociati

Stellw

"A

publis

Casual

ing the

bles co

in the

based

compa

showed

only 2

autom

States

and o

autom

insur

have a

829 au

sive o

carried

"The

senger

car in

public

most

bile pu

nearly

panies

such a

hard

premium

\$1,000,

carried

"The

of cars

istered

of the

New

ratio

Island

cent.

of car

states

"The

tion is

the to

slightl

(C

The National Underwriter

May 23, 1929

CASUALTY AND SURETY SECTION

Page Thirty-nine

New Ideas Are Business Helps

H. P. Stellwagen, Speaking to Rhode Island Agents, Says Flexibility Praiseworthy

LAUDS PROGRESSIVENESS

Tells State Association Members Installation Payments, Merit Rating Are Worth Serious Trials

That new ideas and new methods in the casualty automobile insurance business should be encouraged rather than discouraged was the thesis presented by H. P. Stellwagen, assistant vice-president of the Indemnity of North America, in his address at the annual banquet of the Rhode Island Insurance Agents Association in Providence. In part Mr. Stellwagen said:

"A few months ago an exhibit was published by the National Bureau of Casualty & Surety Underwriters showing the percentage of registered automobiles covered by public liability insurance in the year 1927. This analysis was based on the combined writings of stock companies, mutual and reciprocals, and showed that outside of Massachusetts only 20 percent of the private passenger automobiles registered in the United States carried public liability insurance, and only 25 percent of the commercial automobiles registered were similarly insured. Assuming this situation to have applied in 1928, of a total of 23,766,829 automobiles registered, again exclusive of Massachusetts, only 4,904,608 carried public liability insurance.

Figures Cause Surprise

The fact that only one private passenger car in five and one commercial car in four were insured against the public liability hazard was a surprise to most insurance men. Annual automobile public liability premium writings of nearly \$200,000,000, of which stock companies write about 84 percent, seemed such a tremendous figure that it was hard to accept the fact that the total premium writings might approximate \$1,000,000,000 if nearly all automobiles carried public liability insurance.

There is a wide difference in the ratio of cars insured to the total number registered in the different states. In some of the eastern states, like Connecticut, New Hampshire and New Jersey, the ratio is nearly 50 percent. In Rhode Island the ratio is approximately 25 percent. On the other hand, the percentage of cars insured in some of the western states is ridiculously low.

Increase Is Slight

"The discouraging aspect of the situation is that the ratio of cars insured to the total on the road has increased but slightly in the past five years. We have

(CONTINUED ON LAST PAGE)

Cleveland Disaster Points Need for O.T.L. Coverage

Disasters like that of the Cleveland, O., hospital fire, in which more than 100 people were burned to death or fatally gassed by the fumes given off from burning x-ray films, point the need for higher limits of owners', tenants' and landlords' liability. It is likely that the hospital carried this coverage, but how pitifully inadequate would have been even \$500,000 of the coverage in this instance.

This form of liability coverage is pretty generally carried by hospitals and clinics to fend against just such occurrences as the Cleveland disaster, but as with too many kinds of public liability covers, it usually is carried in too small amounts. The public liability cover has nothing to do with malpractice, which is covered under another form.

Casualty Men Point Duty

Every casualty insurance man in the business—including many outstanding local agents—has for years preached the gospel of higher limits of public liability coverage. In the automobile field especially the preachments have borne fruit, but the fruit is still small, and surely it is bitter eating for the man against whom an award in excess of his coverage is granted. The local agent who cannot draw the right lesson from the Cleveland affair has so little imagination that he is not likely to make a great success in the business.

If the higher limits of public liability stepped up in cost in direct ratio to the increase in limits, there might be a slight excuse for an agent's occasional

failure to sell the coverage in proper amounts. However, the increase in cost is far out of proportion downward to the increase in limit, and therefore public liability should be one of the most attractive lines the agent handles.

Fallacious Reasoning Hampers

Some agents may say that since their clients and prospects know what their liability to the public is, and still do not carry sufficient amounts of liability coverage, it follows that they do not want larger amounts than they do carry. This reasoning is fallacious, for it supposes that business men, industrialists, institutional heads and others whose liabilities are large think in terms of insurance. They do not so think. Such men think in terms of their own affairs almost 100 percent of the time. They think of insurance only when an agent makes them think of it.

Prospects Everywhere

Every store owner, theatre owner, manufacturers, householder—all who own or rent property—are prospects for owners', tenants' and landlords' liability insurance, known commonly as O. T. L. among insurance men. An active agent should be able right now to put good amounts of this business on his books by using the cold canvass method of soliciting, using the Cleveland case to point his arguments. The agent who already has a long list of clients and prospects of course should waste no time in seeking out cases while the Cleveland tragedy is still fresh in the public mind.

Advantages Are Seen in Union

NEW YORK, May 22.—Under the merger proposition shortly to be ratified by the stockholders of the American Surety and the New York Casualty, it is distinctly understood that the present field forces of the two corporations will be undisturbed. Each will be stimulated to increased activity and provided with greater writing facilities under the consolidation plan. The New York Casualty will broaden the scope of its operations by writing compensation business—a line it has not hitherto written—while its fidelity and surety department will be materially strengthened through the support from the American Surety.

American Surety Expands

The latter corporation, one of the pioneers in the fidelity and surety field in this country and always conducted with exceptional ability, entered the burglary field a few years ago, and more recently began writing plate glass business, as well. From time to time it has been reported that it will take up other casualty lines. Decision to do so was reached by its directors within the past two months, their idea being that with its fine branch agency system a broader sweep of business was at hand.

Two methods to that end suggested themselves—either the purchase of a subsidiary corporation already established in the casualty lines, or the opening of additional departments by the American Surety direct. Had the offer to assume control of the long established New York Casualty not been accepted by the latter institution, the American Surety was prepared to enter the casualty field upon its own account. The acceptance of its offer by the New York Casualty, however, made the latter move unnecessary. Always a leading figure in its particular field, the intended extension of activity by the American Surety will make the company an even greater factor in the general underwriting arena than it has been hitherto.

May Have Fire Company

It would not be surprising to see the American Surety and New York Casualty interests either buy or organize a fire company. While at the present they are not linked up with any organization of that type, the very fact that the tendency is for the fire and casualty companies to pool their interests would seem to force the American Surety into the fire insurance business.

Reid at Head of Casualty Body

Globe Indemnity President Made Chief Executive of Altered Association of Executives

CONSTITUTION CHANGED

Arthur Lafrentz Is Elected Vice-President and F. Robertson Jones Is New General Manager

NEW YORK, May 22.—Having effected the necessary changes in the constitution of the Association of Casualty & Surety Executives to conform to alterations in the general administration of the organization recently determined upon, the following have been elected officials for the year:

President, A. Duncan Reid, president Globe Indemnity; vice-president, Arthur F. Lafrentz, vice-president American Surety; general manager, F. Robertson Jones, for many years secretary-treasurer of the Workmen's Compensation Publicity Bureau. Executive committee: Great American Indemnity, Jesse S. Phillips, president; United States Fidelity & Guaranty, R. Howard Bland, president; United States Casualty, Edson S. Lott, president; Hartford Accident & Indemnity, James L. D. Kearney, vice-president and general manager; Aetna Life, C. B. Marcom, vice-president; National Surety, E. A. St. John, president; New Amsterdam Casualty, J. Arthur Nelson, president; Indemnity of North America, Charles F. Frizzell, president and general manager, and the Fidelity & Casualty, Robert J. Hillas, president.

Retained Old Offices

The offices of the association will continue at 1 Park avenue. The membership in the organization, Mr. Jones states, is made up of 48 of the leading casualty and surety companies operating in the United States, with a net premium income during 1928 of \$534,737,809.

The general purpose of the association is to take care of all the cooperative interests of its members of an essentially non-competitive character. It will not cover such underwriting subjects as rates and fundamentally allied subject. It is expected that the Workmen's Compensation Publicity Bureau will be merged with the association at an early date, and that certain activities of the now liquidating Casualty Information Clearing House will be taken over, and also possibly some of the functions of other casualty organizations.

The association will be an effective and vital unit in advancing the interests of its members in every legitimate manner consistent with public welfare.

The membership of the executive committee has been increased from

(CONTINUED ON LAST PAGE)

Praise Given Arbitration Plan of National Bureau

NEW YORK, May 22.—Creation of formal arbitration machinery for the speedy and economical settlement of differences that may arise between member companies of the National Bureau of Casualty & Surety Underwriters has set a unique precedent in that field, which will attract the close attention of leaders in the promotion of commercial arbitration throughout the country, Lucius R. Eastman, president of the American Arbitration Association, declared today.

Bound to Arbitrate

Member companies are bound by the arbitration rules as promulgated by the arbitration committee of the Metropolitan Claim Association, of which William Butler, general counsel of the United States Casualty, is chairman, to arbitrate rather than permit litigation of three types of possible disputes, Herbert W. J. Hargrave, manager of the claim department of the National bureau, stated. They are: All collision subrogation claims involving amounts up to \$1,000; all questions of subrogation of compensation claims and medical expenses borne by the compensation carriers up to a like amount; claims against an assured where policies of more than one company are involved, and the question arises as to which shall undertake immediate defense.

The covenant upon which the rules are predicated states that the arbitration arrangement is made because "it is the desire of our respective companies to continue to improve claim service, to afford relief to the courts, to prevent litigation of disputes between ourselves and other casualty companies, and to enhance the confidence of the public in our institutions."

Belief that arbitration of disputes in these three types of cases would greatly expedite the settlement of claims, as well as result in a material conservation of time, money and friendly relations among member companies, has been expressed by practically every insurance executive identified with the National bureau.

All claims under the arbitration agreement are to be heard before the arbitration committee of the Metropolitan Claim Association which consists of the chairman and Messrs. Raymond N. Caverly, managing attorney Globe Indemnity; William A. Earl, general attorney Hartford Accident; F. C. S. Knowles, manager New York claim department Standard Accident; Calvin P. Reid, manager New York claim division Travelers. The rules provide that a majority of the committee must be present at each hearing, with a majority of those sitting qualified to render an award which is final and binding under the New York state arbitration law and the federal arbitration act of 1925.

Cares for Pending Cases

It is worthy of note that this arbitration agreement not only takes care of all future cases but all of those which have been pending. Many matters which have been in litigation are now being discontinued and submitted to arbitration, some of which cases are several years old.

Recognition of the utility of arbitration in the mutual and equitable settlement of controversies between the country's leading casualty insurance companies were termed by the American Arbitration Association one of the most significant arbitration developments of the year.

Plans Made to Insure Student Flyers

KANSAS CITY, May 22.—The Aviation Insurance Alliance has been formed in Kansas City by the Clark & Guinotte agency as underwriting managers to insure students in accredited aviation schools. This is the first such coverage to be offered by any insurance organization in the country. Associated with Clark & Guinotte in the Aviation Insurance Alliance are the Central Surety of Kansas City and the Employers Reinsurance of Kansas City. More companies may come into the organization later.

The policy is a group form giving a broad coverage with practically no restrictions. A blanket or master policy is issued to an accredited school, not to the individual students, and the school then makes application for individual policies.

Schools Carefully Investigated

In issuing the master policies the Clark & Guinotte agency goes into the standing of the school carefully, taking into consideration the personnel, the curriculum and the equipment. The individual policy is good as long as the student is under the jurisdiction of the school and provides for death or total and permanent disability resulting from accidental injury while the policy is in force and arising out of and in the course of the aviation instruction while under the direct jurisdiction and supervision of the school. The total and permanent disability indemnity is \$100 per month, limited to an amount equal to the death indemnity.

Maximum Is \$2,500

The insurance may be taken by the students in amounts of \$1,000 or \$2,500, the cost being \$20 for \$1,000 and \$45

for \$2,500. It is suggested by the underwriters that in presenting the insurance to the schools the premium of \$1,000 be included as part of the tuition and that the additional \$1,500 be optional with the student.

H. E. Clark, Jr., and Jules B. Guinotte have been working on the new coverage for more than a year, but at first found little response from insurance companies. However, they felt there is a definite need for such coverage for the student flyer who ordinarily must borrow from his parents the money for the course or be financed in some other way. Since the entire aviation industry is marking time waiting for trained personnel, anything which encourages students into training schools is of benefit to the industry as a whole. In a study of the situation in aviation schools over the country Clark & Guinotte found that such a coverage for students in recognized schools is justified.

One School System Buys

The policy has been offered to just one company, the Universal Aviation Schools, which carries the insurance on students in its nine schools throughout the country. Announcement was first made on May 12, and the coverage will now be offered to schools over the country.

The Clark & Guinotte agency will be the only organization to carry the risk. The agency plans to do its selling largely through direct mail to the schools, but will have possibly three or four brokerage connections in as many large cities.

The Aviation Insurance Alliance is now working on other coverages. The Central Surety and the Employers and

Personal Insurance in the Cleveland Disaster

Group life insurance to be paid to estates of employees of the Cleveland Clinic who died in the catastrophe last week will probably run to \$300,000. Of course there will be much regular life insurance to be paid as many doctors were involved. Accident insurance policies for the most part will have double indemnity to pay because of the burning building feature. Death in a burning building is in almost all double indemnity provisions. The amount of personal insurance has not been ascertained. It will run up into large amounts, however.

any other companies which may come into the alliance will bear the risk on a pro-rata basis although each policy will carry the name of a single company as carrier.

The restrictions on the policy are slight and are principally those which the schools themselves require. The policy does not cover accidents in which the plane involved is not owned or rented by the school and under its direct jurisdiction and control; in which duly approved license in good standing from the United States Department of Commerce; where the instructor does not have a transport pilot's license; accidents not arising out of and in the course of the school's regular course of instruction; accidents arising out of flying at night except with special permission.

California Responsibility Bills Signed by Governor

SAN FRANCISCO, May 22.—The several bills introduced into the California legislature as "cures" for the conditions which brought about demands for compulsory automobile liability insurance, have been signed by Governor C. C. Young. Three of the original bills, however, were vetoed.

Under the new provisions explicit regulations governing the operating of a machine are given and provisions are made for the revocation or suspension of operator's licenses in certain conditions, such as reckless driving, driving while intoxicated, etc. Jail penalties are also provided for certain violations and employees of political sub-divisions are now subject to suit the same as a private individuals and these divisions may use state funds to provide liability insurance.

Another measure requires proof of ability to respond to damages in form of surety bonds, collateral or insurance. A person not satisfying a judgment is compelled to meet these requirements and pay the judgment before being permitted to again operate an automobile.

Ohio State Fund Is Hit By Cleveland Disaster

COLUMBUS, O., May 22.—The state of Ohio expects to pay at least \$300,000 in workmen's compensation as a result of the blast and fire in the Cleveland Clinic at Cleveland last week. More than 40 employees of the Cleveland Clinic Foundation and the Cleveland Clinic Hospital met death in the disaster and all were on the workmen's compensation rolls. The maximum death award under the law is \$6,500 in addition to funeral expenses up to \$150, and such medical services as were necessary.

The workmen's compensation bureau has an emergency fund which now has a balance of about \$3,000,000 and it is to be used as a shock absorber in the Cleveland case. The catastrophe is the greatest that has occurred in the state since the inception of the fund in 1912.

Maryland is the latest state to admit the Consolidated Indemnity of New York City.

Claim Man Is Important Cog

Thomas N. Bartlett, Insurance Days Speaker, Analyzes Case of Loss Adjuster

EXPLAINS HIS DUTIES

Courtesy, Tact and Diplomacy Are Fundamentals in Claim Work, He Tells Audience

Courtesy, tact and diplomacy are the basic principles of the relation of the claim man to the agent, the assured and the general public, Thomas N. Bartlett, manager of the claim division of the Maryland Casualty, told his audience when he addressed the Pennsylvania Insurance Days meeting. "The exercise of these attributes on the part of the claim man are fundamental," he said. "No claim man can escape, evade or consider lightly these principles. Neither will any company condone the failure on the part of its claim men to practice them. Otherwise it must follow that both will be traitors to that confidence which both should covet."

He said the agent has as his first duty to cooperate in obtaining the facts in every claim, activity or factor to be considered in an individual case. The objective of the claim man and the agent should be identical. Before an equitable decision can be reached the claim man should have every pertinent fact and should cooperate with the agent to the end of obtaining these. He also should cooperate in selecting, continuing on or canceling risks and in the exchange from claim files of all information valuable to the underwriter.

Reciprocity Essential

Mr. Bartlett said that just as the agent expects of his company that claims will be fairly handled, so should this reciprocal attitude always be kept in mind by agent and claim man in their relations with each other. The claim man's future growth in claim matters often depends on how the agent progresses.

In his relations to the insuring public the claim man must deal with two main classes, those who have purchased protection against liability as the result of an accident to some third party and those who have purchased such protection as to make the assured the claimant against the company in the event of loss.

Assured Has Obligations

"The relation of the claim man to the assured where third parties are involved should be such as to make the assured feel he has in the claim man a counselor whose duty it is to protect him," the speaker said. The claim man should make the assured's load as light as possible, and to do this in the most efficient manner should not neglect to point out the obligations of the assured. The assured should be brought to a realization that he has a vital interest in claim cases, particularly when there is any possibility that the claims may exceed the policy limits.

Claim Man Mediator

In cases in which the claim is against the company, however, the claim man appears in the character of mediator or arbiter. In this case the claim man also is the company and through him the company is given its personality. Therefore it is highly important that the claim man establish that confidence which will make the assured feel the

(CONTINUED ON LAST PAGE)

Lilly Speaks on Insurance Law

Analyzes Legal Aspects of Contract at Meeting of Pennsylvania Insurance Days

GIVES CLEAR DEFINITIONS

Maryland Casualty General Counsel Makes Clear Many Phases of Policy Forms in Use

Austin J. Lilly, general counsel of the Maryland Casualty, addressed the Pennsylvania Insurance Days meeting on "Legal Aspects of the Insurance Contract." He said that the policy as it is drawn is subject with all other contracts to the general law of contracts, and also is subject to the particular law relating to its specific undertakings. After further analyzing the minutiae of the contract, Mr. Lilly defined its various legal aspects.

Insurance Form Now Used

Beginning with the difference between indemnity and insurance, he said that indemnity is reimbursement for loss actually suffered, whereas insurance implies an assumption of the loss by the insurer. "The earlier liability policies were expressly intended to indemnify, not to insure," he said. However, he said the courts had something to do about the matter and that the companies, realizing the indemnity form was unsatisfactory to the assured and the public, replaced it by a straight insurance form under the terms of which the company becomes directly liable to the third party if the assured's inability to pay is directly established.

With reference to the limits of liability clause, he said that it has resulted in relatively few litigated cases, and that it becomes a danger when additional assureds are added who may seek to apply to themselves individually the full limits of the policy.

Company's Position Stated

"We elect to treat notice, defense and cooperation together, because in many instances they are interwoven one with another," Mr. Lilly said. "The company is obligated to defend, but only upon the conditions precedent that it receive notice of the accident and suit, and reasonable cooperation from the assured. Under a properly drawn policy form, notice must be of both accident and suit, and it must be immediate."

Under the heading, "Contractual Liability," Mr. Lilly said in part: "The ordinary third-party liability policy covers only the liability imposed upon the assured by law, but many assureds assume by contract a distinct additional liability which would not be imposed upon them except by virtue of the contract. Is this contractual liability covered? Fortunately, this is now a moot question for most of us, since recent policy forms in general specifically exclude contractual liability from coverage and cover it by endorsement for a proper premium."

Defines "Omnibus Coverage"

Mr. Lilly said "omnibus coverage" has nothing to do with omnibuses, but that coverage of an additional assured under the omnibus clause is predicated upon the permissive use and lawful operation. He said the difficulty with "permissive use" is that use implies possession and control also. Both possession and control may be by virtue of a permission which did not contemplate the particular use of the vehicle in the course of which the

LEADERS IN PENNSYLVANIA MEET



CHARLES H. HOLLAND
President Independence Indemnity



JESSE S. PHILLIPS
President Great American Indemnity

Phillips Presents Review of Legislative Activities

"In the various legislative sessions of the current year, 1,384 bills affecting casualty and surety interests alone were introduced," said Jesse S. Phillips, president of the Great American Indemnity, in his address before the Pennsylvania Insurance Days meeting. Mr. Phillips said that in his opinion the voting public is as much responsible for the hyperactive performances in state legislatures as are the legislators themselves, in that too many citizens believe that any and all evils can be cured by legislation.

Reviews State, National Bills

Mr. Phillips went on to review the activities not only of the state legislatures, but also of the national Congress, and said that in the last Congress there was a measure creating a state fund and empowering with the exclusive right to provide automobile insurance in the District of Columbia. Continuing he said:

"It is apparent that the legislatures of the various states have seized upon the automobile accident problem as an excuse for further extension of governmental function, and the hysteria for that legislation has not abated, but is becoming more violent each year. Mr. Phillips said that such legislation does not have the slightest effect in preventing accidents. "On the contrary," he said, "legislation of this character is producing evils which are more serious than those which it seeks to correct. A logical result of this agitation is the development of insistent propaganda in favor of some sort of a state agency to provide insurance. Compulsory insurance always brings with it sooner or later a demand for state insurance."

Mr. Phillips said that apart from legislation providing for government insurance, there is an increasing tendency for

accident occurred. The law on this point may be said generally to be that if the particular use to which the car was put was indisputably beyond the sanction of the permission, the policy will not cover. If, however, there is a doubt, the doubt will be resolved in favor of the additional assured and the coverage will follow. So also with "lawful operation."

Th speaker said with reference to the phrase "loading and unloading" that, al-

though it seems simple, the courts will not admit it to be so. He said they construe it to mean many things not under any dictionary definition of the two terms in their connection with motor vehicle transportation. He said he treats the rights of suspension and cancellation together because of the tendency to confuse their legal effect. Cancellation is inherent in all casualty in-

Other Bad Efforts Cited

As other illustrations of undesirable legislation he cited: The constant effort to increase the rate of taxation and to augment license and other fees; proposals to permit injured employees in compensation cases to select their own physicians; attempts to force insurance carriers to provide counsel fees for plaintiff in suits for personal injuries; attempts to penalize insurance companies for failure to pay losses within the time limits provided in their policy; efforts to permit the joinder of insurance companies as co-defendants in damage suits, and endeavors to prohibit insurance companies from settling damage claims without court approval.

In conclusion he said: "All of these matters have but one effect, and that is to multiply the expenses of the insurance transaction and thus, ultimately, to increase the bill for insurance protection, which is borne by the public."

(CONTINUED ON LAST PAGE)

Tells Drain of Health Losses

J. P. Marron Lists Factors That Have Made Line Unprofitable to Companies

ACCIDENT ADVERTISED

Independence Indemnity Official Addresses Pennsylvania Insurance Days Round Table

ALLENTOWN, PA., May 22.—Speaking at the commercial accident and health round table conference of Pennsylvania Insurance Days, Joseph P. Marron, assistant vice-president of the Independence Indemnity and head of its accident and health department, gave a general review of accident and health insurance and its possibilities. After referring to the history of the business, methods of rate making, policy forms and underwriting practices, he took up particularly the question of health insurance and the companies' experience on that class. In that connection he said:

Grief in Health Insurance

"Many of you term health insurance 'grief insurance' for yourself and the company. Many a true word is spoken in jest. The companies have known it as grief insurance for some years past, as it has cost them considerable loss. If you must sell it, follow strictly the plan suggested by your company. The health loss ratio of the stock companies last year was .585 percent. The health loss ratio of the multiple line casualty companies was 62.2. That of the companies writing accident and health only was 55 percent. The difference is due to the multiple line companies taking on risks for business reasons.

"What other line of business would or could stand such a drain on its resources and continue in business? Could you stand even a proportionate drain and continue? Agents haven't suffered, for the fact is it is easier to sell combined health and accident insurance than accident only. Commission on the health premium is greater because the premium is greater.

"There is an average of little over 11 days of disability suffered by each person in the United States each year; seven and a fraction days disability due to sickness; four days disability due to accidental injury.

Reasons for High Loss Ratio

"I have recently reviewed some health statistics. I believe the tabulation will startle you. The persons responsible for the high health loss ratios are those carrying \$50 or more per week indemnity. On policies of less than \$50 weekly indemnity, loss ratio 46½ percent; \$50 to \$100 weekly indemnity, loss ratio .712 percent; over \$100 weekly indemnity .863 percent. It is at once apparent that with those carrying more than \$50 weekly indemnity, there is an unseen or unexpected moral hazard, or the ability to follow the orders of the doctor to go away and rest a while.

"In age groups we find the ratio divided as follows: Up to age 30, 63 percent; 30 to 45, 56 percent; 45 to 50, .638; average under age 50, .585; total over age 50 .617; all ages, .591. This is for the years 1921-22-23 combined, premiums fully earned.

"There is the health insurance picture. Be fair with your companies. Total

(CONTINUED ON PAGE 55)

Auto Accident Prevention Is Promoted by New Code

MAY HALT COMPULSORY PLAN

Motor Vehicle Register Speaks at Pennsylvania Insurance Days—Favors Merit Rating

ALLENTOWN, PA., May 22.—The accident prevention features of the new Pennsylvania vehicle code were described in an address at the Pennsylvania Insurance Days session here today by Benjamin G. Eynon, Pennsylvania registrar of motor vehicles, who also touched on compulsory automobile insurance and merit rating. He said in part:

"Many persons have been of the opinion that the provisions in the new vehicle code requiring automobile owners to submit to a periodical inspection of the safety factors of their cars, will go a long way toward eliminating the agitation for compulsory automobile insurance.

"Whether or not compulsory inspection will overcome the arguments for compulsory insurance, financial responsibility, or other similar laws, remains to be seen, but certainly there can be no doubt of its effectiveness as a means towards accident prevention.

Insurance Too Easy to Get

"There is no denying that at the present time it is easy enough for anyone to obtain insurance on any kind of an automobile regardless of its condition, and regardless of the possible accident experience of its owner, and in a certain sense it appears that the state in compelling these inspections is doing a work which actually belongs to the insurance companies. Too much attention is being

paid by these companies to the writing of business and too little to the investigation of the risks which they assume.

"The human element enters very largely into the causes of motor traffic injuries and fatalities, and while enforcement authorities may now know pretty generally the major causes of automobile accidents, in the last analysis we are forced to admit that not much actual progress can be made in accident prevention and reduction until driving habits are changed.

Sees Value in Merit Rating

"This, it seems to me, is one of the avenues through which insurance companies might do a constructive piece of work, and their efforts would not be altogether altruistic. As I said before, too often, little enough stress is placed on the accident experience of persons who apply for insurance policies, and while I know relatively little concerning insurance business methods, I am inclined to feel that the merit rating plan recently proposed by certain insurance companies will have a wonderful effect on their clients.

"It is difficult these days to have anyone to do something for nothing, or even to have him obey certain rules and regulations designed for his own safety, unless he can be shown where he profits thereby. If the careful and safe driver has the benefit of a preferential insurance premium, he certainly will endeavor to preserve that benefit and others realizing that accidents are actually costing them money, may thereby be impelled to a greater measure of safe driving."

Opens Ohio Service Office

The Southern Surety has established a service office for the benefit of Ohio agents at 904 Guardian building, Cleveland, with E. O. Jensen as manager. Charles A. Pringle, Ohio field supervisor for the accident department, will also have his headquarters in the new office.

Hanlon General Agency Wins in a Sharp Contest

TO JOURNEY EAST IN STATE

Triumphal Tour to Big Roundup of Employers Liability Agency Convention at Swampscott

Writing over \$250,000 net new premiums for the six months ending April 3, the Thomas E. Hanlon general agency of the Employers group at Cincinnati won the contest between the evenly matched agencies of Cincinnati, Indianapolis and Detroit which has been watched with interest in Employers Liability circles over the country. Mr. Hanlon and his leaders will therefore journey in triumph to the annual convention at Swampscott, Mass., June 3-6 and receive the plaudits of the Employers multitude. Mr. Hanlon will have three special cars for his men from the Cincinnati agency and they will be joined at Cleveland by the Indiana and Michigan delegations. At Albany a special Employers train will be made up.

Following are the fifteen leading producers in Mr. Hanlon's territory who helped him win the contest:

Akron General Ins. Agency Co., Akron; Baughman & Dotson Ins. Agency, Harlan, Ky.; R. E. Croasdale & Co., Canton; Flat Top Ins. Agency, Bluefield, W. Va.; P. H. Hicks Co., Nashville; Newton H. Johnson, Ironton; Kennedy & James, Youngstown; Liebman-Bonnell-Wood Co., Youngstown; P. M. Long & Son, Clarksburg, W. Va.; J. M. Macke Co., Covington, Ky.; Charles A. Meyers, Cincinnati; Metcalf Bros., Memphis; G. L. Resor, Cincinnati; J. G. Sanford Ins. Agency, Wheeling, W. Va.; LaMar Satterfield & Co., Fairmont, W. Va.

Kurtz to Resign Managership

Ray B. Kurtz, Chicago manager of the

Preferred Accident, will begin a tour of Preferred agencies in the east on June 1. After a short time he will return to the Chicago office for a few days and will turn the office over to R. W. Lamb as manager and will go into the west on special work for the Preferred. Mr. Lamb has been assistant manager of the Chicago office for the last six months, and during that time has demonstrated his executive ability.

Casualty Actuarial Meeting

NEW YORK, May 22.—Unusual interest attaches to the semi-annual meeting of the Casualty Actuarial Society, to be held at the Hotel Bond, Hartford, May 24, in that the subjects slated for informal consideration—automobile merit rating, trend in automobile public liability experience and excess compensation insurance for self-insurers—are giving casualty underwriters unusual concern at this time. The outside speaker will be Terence F. Cunneen, manager insurance department of the Chamber of Commerce of the United States.

Confer on Taxi Coverage

LINCOLN, NEB., May 22.—Liability insurance and surety bond agencies are being asked to send representatives to a conference the state railway commission plans to hold May 24, to take up the matter of taxicab coverage. The commission is given power by a law effective July 25 to require of all taxicab operators a liability policy, or surety bond or negotiable and salable securities to enable persons injured by their operation to recover on judgments secured.

National Bureau Meeting

NEW YORK, May 22.—In addition to disposing of routine business the executive committee of the National Bureau of Casualty & Surety Underwriters at its meeting this week will further develop the reorganization program recently adopted in principle by the general body.

The AMERICAN GUARANTY COMPANY

COLUMBUS, OHIO

J. B. Coombs, President



Desirable Territory Available

Address Agency Dept.
Columbus, Ohio

SMITH-LAWSON-COAMBS CO.

General Agents for Chicago Area
1030 INSURANCE EXCHANGE
CHICAGO, ILL.

INTERNATIONAL RE-INSURANCE CORPORATION

(Casualty)

BALANCE SHEET

April 30, 1929

ASSETS

Real Estate (Home Office Building)	\$ 275,000.00	
Mortgage Loans	220,000.00	
Collateral Loans	905,400.00	
Bonds and Stocks:		
U. S. Government Bonds	\$ 252,312.50	
State and Municipal	1,025,027.86	
Miscellaneous	1,112,316.59	2,389,656.95
Money at Call	100,000.00	
Cash in Banks and Office	94,312.95	
Accrued Interest	45,437.32	
Premiums in Course of Collection	360,990.30	
		<u>\$4,390,797.52</u>

LIABILITIES

Reserve for Unearned Premiums	\$ 993,884.75	
Reserve for Losses	\$ 371,830.80	
Reserve for Commissions, Taxes and Other Liabilities	152,113.33	
Contingent Reserve	100,000.00	
Capital Stock	\$1,000,000.00	
Surplus	1,772,968.64	2,772,968.64
		<u>\$4,390,797.52</u>

*Casualty and Surety Treaty Reinsurances
Share and Excess*

International Re-Insurance Corporation

*Home Offices: Pacific Finance Building
LOS ANGELES: CALIFORNIA*

CARL M. HANSEN
President

Lloyds Casualty Will Develop Its Business

NEW YORK, May 22.—After an honorable and highly successful career of over half a century, new interests became importantly identified with the Lloyds Plate Glass in November last, and appreciating the changed conditions that had taken place in the underwriting field, reorganized its structure to conform to present-day requirements. The former title was changed to the more comprehensive one of Lloyds Casualty. The writing of compensation, liability, fidelity and surety lines, in addition to its long established plate glass business, was determined upon. Competent managers were secured for each of the new departments. Additional funds were paid in to both capital and net surplus accounts. The former item is now \$2,000,000 and the latter \$2,600,000. All preliminaries having been carefully arranged, a competent staff gathered and spacious offices secured at 75 Maiden Lane, the company began writing in all of its departments May 1.

Will Extend the Plant

The extended and loyal agency force of the Lloyds Plate Glass afforded an excellent basis for further field development. This work is now well under way and will be intensively followed henceforward. The character of the administration gives assurance that the fine business traditions inherited by the reorganized institution from its predecessor will take on added luster.

William T. Woods, who was elected president of the Lloyds Plate Glass in 1893, continues in that office, Robert K. Menecely being the vice-president and Percy F. Biglin, secretary and treasurer.

Briefly the business careers of the main factors in the administration are:

Mr. Menecely became associated with the Lloyds Plate Glass in 1883 as an office boy. He was advanced along the line, becoming policy writer and later took charge of the underwriting. Then he was placed in charge of the agency department, developing it from a plant of 200 to 2,000. He was made assistant secretary in 1922 and in 1925 was elected vice-president. Since then he has had general executive charge of the Lloyds Plate Glass. He was elected a member of the board in 1927. He is a present member of the board of the Lloyds Casualty and has charge of its extensive plate glass business.

Mr. Biglin started with the Lloyds

Plate Glass in April, 1909, entering the accounting department after having been with the Pittsburgh Plate Glass Company. Later he took charge of the statistical department, then was appointed manager of the agency loss department and became assistant secretary in 1924. He was chosen secretary and treasurer in 1927. When the company was reorganized he was continued in both offices.

John A. Arnold is head of the compensation and liability department. He is a Yale man and has had a wide experience in the casualty field. He entered the National Bureau of Casualty & Surety Underwriters as an inspector, working in numerous states. For two years he was inspector of the Michigan Mutual Liability. Later he became statistician for the New Jersey Workmen's Compensation Rating & Inspection Bureau. In 1920 he was elected secretary and treasurer of the Associated Companies at Hartford. Then he was appointed general manager.

Briggs Heads Surety Department

Edward W. Briggs heads the surety department. He has had a wide experience in field, agency department, adjusting end, underwriting and home office executive. He has been connected with the Royal Indemnity, Globe Indemnity and New England Casualty. In 1926 he went with the Commercial Casualty. He has a thorough knowledge of suretyship.

Charles S. Warren, comptroller, started with Price, Waterhouse & Co., the accountants. He served as comptroller of the American Bank Note Company. During President Taft's administration he was chief accountant of the commission of economy and efficiency at Washington. He then went with the Fidelity & Casualty as chief statistician. Later he accepted a similar position with the Ocean Accident, which he served for 11 years.

Whiteman in Charge of Claims

A. D. Whiteman, superintendent of claims, has spent most of his career with the New Amsterdam Casualty. He has had a varied experience with that company in all parts of the country. He was formerly connected with the Irving National Bank of New York, and later the Pinkerton Detective Agency. He started with the New Amsterdam in 1904.

C. E. Mitchell was formerly a local

agent at Asheville, N. C., where he gained knowledge of all lines of insurance. He became connected with the Fidelity & Deposit after he returned from the war, going in the field. He then went with the home office of the Standard Accident, being assigned to business promotion. He became superintendent of agents in charge of 30 states. In 1927 he was appointed superintendent of agents of the surety department of the Continental Casualty of Chicago.

Head of Engineering Department

Robert J. Woodhouse, the chief industrial engineer, is a very competent man. From 1901 to 1913 he was successfully a shop, marine and oil engineer. He started in 1913 as an engineer and instructor for the Compensation Inspection Rating Board of New York. Then he engaged in similar work for the New Jersey board. He served for six years as chief engineer for the Manufacturers Liability of New Jersey. Then he became connected with the United States Fidelity & Guaranty as chief industrial engineer.

William L. Kick, who is assistant superintendent of the compensation and liability department, started his insurance career with the National Surety in 1910. After three years' experience with the burglary department he joined the Maryland Casualty as burglary underwriter. In 1916 he became manager of the accident and health department of the Maryland Casualty in addition to looking after the burglary end. In 1925 he joined the agency of Ray L. Korn-dorfer, Bronx borough agent of the Maryland. Then he became a broker for himself, aligning himself with Herman Stark.

Ives Is Competent Man

William M. Ives, one of the assistants to Mr. Arnold, became connected with insurance through the New York Indemnity in 1923. He had an active part in building up his department. He was made home office superintendent. The entire underwriting policy of the department was changed and broadened under his administration.

Norman H. Warren, one of Mr. Arnold's assistants, is in charge of the underwriting of liability and compensation. He started his career in the metropolitan office of the Ocean Accident. He later went with Marsh & McLennan.

R. H. Reeve's Career

R. H. Reeve, assistant to Vice-President E. W. Briggs, started with the National Surety in 1909 in the claim department, remaining until 1920. For five years he was in charge of the southern claim department in Atlanta,

Franklin Surety Voting to Increase Its Capital

TO INCREASE ISSUED SHARES

After First Step in Program, Paid-in Capital and Surplus of Company Will Be \$2,000,000

NEW YORK, May 22.—Stockholders of the Franklin Surety on May 27 will undoubtedly approve the recommendation of their directors and a new financial set-up that will eventually increase the capital funds to \$5,000,000 will be adopted. The initial move in the intended program will be to increase the share issues from 46,667 to a minimum of 75,000, reducing at the same time the par value from \$15 to \$10 per share. Upon completion of this move the paid-in capital and surplus will be \$2,000,000. Under the terms of the new plan additional shares will be available to stockholders at \$28 per share on the basis of one-half new share for each old share already had.

In order that such insurance brokers as care to do so can invest in the new stock at the same price at which it is offered existing shareholders, a number of the directors have agreed to waive a portion of their subscription rights. William Glatzer is vice-president of the Franklin Surety and is constantly alert to the development of its activities.

covering the entire south. He also acted as special agent in the territory. He returned to New York in 1920 and joined the Fidelity & Deposit in its production work among brokers, especially soliciting fidelity business. In 1922 he became public official underwriter for the Royal Indemnity and later joined the Metropolitan Casualty as superintendent of its fidelity department. In 1925 he opened the Miami, Fla., branch for the state agents of the Detroit Fidelity & Surety, covering the east coast territory and supervising the agents. He returned to New York later on, joining the National Surety. Mr. Reeve is devoting his attention to fidelity and surety.

Loerch Is Engineering Expert

John H. Loerch entered the engineering field with the Brooklyn Edison Company, having a wide experience in his particular line. He went with the Liberty Mutual of Boston as field engineer handling a large number of compensation risks. In the Lloyds Casualty he is assistant to Mr. Woodhouse.

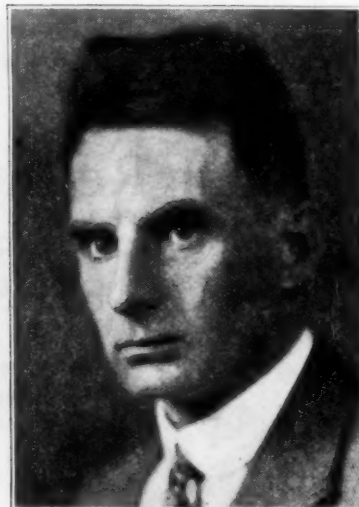
OFFICIALS WHO WILL HELP TO BUILD LLOYDS CASUALTY



ROBERT K. MENECELY
Vice-President



PERCY F. BIGLIN
Secretary-Treasurer



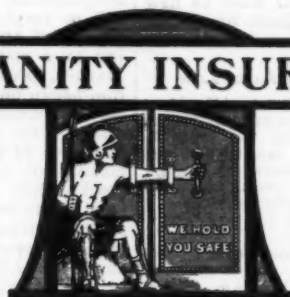
JOHN A. ARNOLD
Vice-President



C. E. MITCHELL
Superintendent of Agents

BANKERS INDEMNITY INSURANCE COMPANY

31 Clinton Street
Newark, N. J.



Surplus
to Policyholders
\$2,000,000.00

Financial Statement as of December 31, 1928

ASSETS		LIABILITIES	
Bonds and Stocks — Market Value	\$2,900,900.00	Premium Reserve	\$1,099,586.63
First Mortgages on Real Estate..	419,110.00	Claim Reserve	723,404.00
Cash in Banks and Office.....	293,165.06	Other Liabilities	152,260.00
Premiums Outstanding	473,072.34	Voluntary Reserve for Contin-	
Interest Accrued	33,902.02	gencies	146,295.79
Other Admitted Assets.....	1,397.00	Capital	1,000,000.00
		Surplus	1,000,000.00
	\$4,121,546.42		\$4,121,546.42

The Company is licensed to write business in:

Alabama	Iowa	Ohio
California	Maryland	Pennsylvania
Colorado	Maine	Rhode Island
Connecticut	Michigan	South Dakota
Delaware	Minnesota	Vermont
Georgia	New Hampshire	West Virginia
Illinois	New Jersey	Wisconsin
Indiana	North Dakota	Washington, D. C.

The following lines were written in 1928:

Owners', Landlords' & Tenants' Liability	Automobile Personal Injury Liability
Workmen's Compensation Insurance	Automobile Property Damage Liability
Sports' and Golfers' Liability	Automobile Collision Damage Sustained
Teams' Liability	Personal Accident Insurance
Burglary Insurance	Manufacturers' Public Liability
Plate Glass Insurance	Contractors' Public Liability

We have recently inaugurated a
Fidelity and Surety Dept.

Under the Management of

George W. Donnan

Asst. Secretary

We shall be glad to consider Applications for Agencies.

Frederick E. Wilkens,
V. P. & Gen. Mgr.

American Surety Men in New York Conference

NEW YORK, May 22.—Discussion of many subjects of interest to surety men was conducted at the recent New York state regional conference of the American Surety. W. E. Mackall, vice-president in charge of production, presided, and A. F. Lafrentz, first vice-president, presided at a dinner in the evening, at which R. R. Brown, president, was the principal speaker.

The subjects and those leading the discussions were: Contract and completion bonds, Richard Deming, vice-president; blanket bonds, Richard T. Wood, manager blanket bond division of fidelity department; casualty lines, S. B. Brewster, manager burglary and plate glass department; production of business from brokers, W. R. Ehrmanntraut, manager brokers' service branch; probate and court business, R. B. Hamilton, manager court and judicial department; reinsurance, F. J. Parry, vice-president.

Aetna Casualty's Campaign

The Aetna Casualty forces are carrying on a campaign in June for burglary, combination residence and plate glass.

An attractive souvenir will be offered to each agent in cities of under 10,000 who writes at least \$500 of new business in the campaign, and in cities of 10,000 or over who writes \$750 of new business. In addition to the volume requirement each agent must write at least 10 new risks in the campaign lines to qualify for the souvenir.

Probe Massachusetts Auto Law

BOSTON, May 22.—Governor Allen has signed the bill creating a special recess commission to investigate the compulsory automobile liability law to find out what may be done to improve or change it. The personnel of the committee will be one senator, three representatives and three members appointed by the governor.

The legislature had some 40 bills before it, all related in one way or another to the compulsory insurance law. There were half a dozen or more bills calling for various forms of state funds and state insurance. Two or three bills called for a modified "Stone plan." It is expected the committee will make an intensive study of these, primarily, but there is no limit to its recommendations.

Prudential Casualty Licensed

The Prudential Casualty & Surety of St. Louis has been licensed in Illinois. It has \$250,000 capital and can write automobile and plate glass insurance. Earl C. Thompson is president.

President Hansen Reports International Progress

In the first four months of 1929, the International Reinsurance added \$186,000 to surplus, bringing the total surplus as of April 30 to \$1,772,000, according to a statement issued by Carl M. Hansen, president. Since the corporation began business last July up to April 30, approximately \$2,250,000 in premiums were written, while gross assets increased \$1,400,000. Gross income, exclusive of \$3,000,000 contributed by stockholders to capital and surplus, totaled \$2,348,000 for the 10 months' operation. During this period the excess of income over disbursements amounted to about \$1,391,000. Net premiums written in April totaled approximately \$195,000, while during that month \$118,000 was added to surplus.

Warns Against Declining Any Compensation Risk

A note of warning to companies licensed in New Jersey that have shown unwillingness to assume liability upon particular kinds or classes of compensation risks in the state was issued by

Chairman R. A. Lawrence of the Compensation Rating & Inspection Bureau of New Jersey this week when he said: "There should not be any class of operations which may be generally excluded from that coverage. Some of the carriers overlook the fact that the privilege of doing business in the state presupposes an obligation and a willingness to do business generally under the terms and conditions duly established as equitable to all interests, and that any general disinclination to do so may entail possible extension of statutory requirement and control. An instance comes fresh to mind where such a result has occurred in another state."

Equitable Casualty Appointments

NEW YORK, May 22.—Recent general agency appointments for the Equitable Casualty & Surety of this city are Freiburger of Cleveland, Sunberg & Co. of Providence, and Brody & Core of Unontown, Pa. Max S. Freiburger of the Cleveland agency, its president, is treasurer of the Casualty Underwriters Club of Cleveland.

Hower Goes to Cincinnati

William E. Gleason, for 20 years manager of the Cincinnati department of the Hartford Steam Boiler, has on account of personal reasons retired from that position. Frank L. Hower, assistant manager at Philadelphia for a number of years, has been appointed his successor.

Baltimore Club to Elect

BALTIMORE, May 22.—The Casualty & Surety Club of Baltimore will hold its annual field day meeting May 24. The annual meeting for the election of the board of governors will be held in the evening.

E. R. Nuttle of the Fidelity & Deposit is president of the organization; C. O'Donnell Lee, vice-president; F. H. Strickland, treasurer; William E. Moore, secretary, and J. G. Yost, assistant secretary.

EXPERIENCED MAN WANTED

for Group Accident and Health development. Must have general knowledge of line and willing to locate in Western Pennsylvania. Unusual opportunity for right man who can assist in closing and handling large group cases. Please reply by mail. Commercial Casualty Insurance Company, Newark, New Jersey.

WANTED ILLINOIS SPECIAL AGENT

by Chicago Branch Office of large Eastern casualty and surety company (conference) established many years, already equipped with a good agency organization in Illinois. Especially attractive opening for man now employed and who has an agency following. Ref. Address M-41, care The National Underwriter.

POSITION WANTED

Attorney with several years experience as manager of casualty claims department, wants position in Iowa. An interview will convince you that I can handle your claim department. Address M-38, care The National Underwriter.

WANTED

Two -Special Agents for Ohio Territory by one of the leading Companies—Qualifications required: Business and personal history which will stand the most rigid investigation; a thorough knowledge of the Casualty and Surety lines; ability to appoint and work with agents; young men preferred; no attention will be paid to replies unless full details are given as above; state starting salary.

We also have a similar opening in Indiana.

This is an unusual opportunity to assure your future. Address M-39, The National Underwriter.

Lloyds Casualty Company

(A NEW YORK CORPORATION)

CAPITAL \$2,000,000

SURPLUS \$2,600,000

formerly

Lloyds Plate Glass Insurance Company of New York

INCORPORATED 1882

ANNOUNCES

The Appointment of

Hodgkinson & Durfee, Inc.

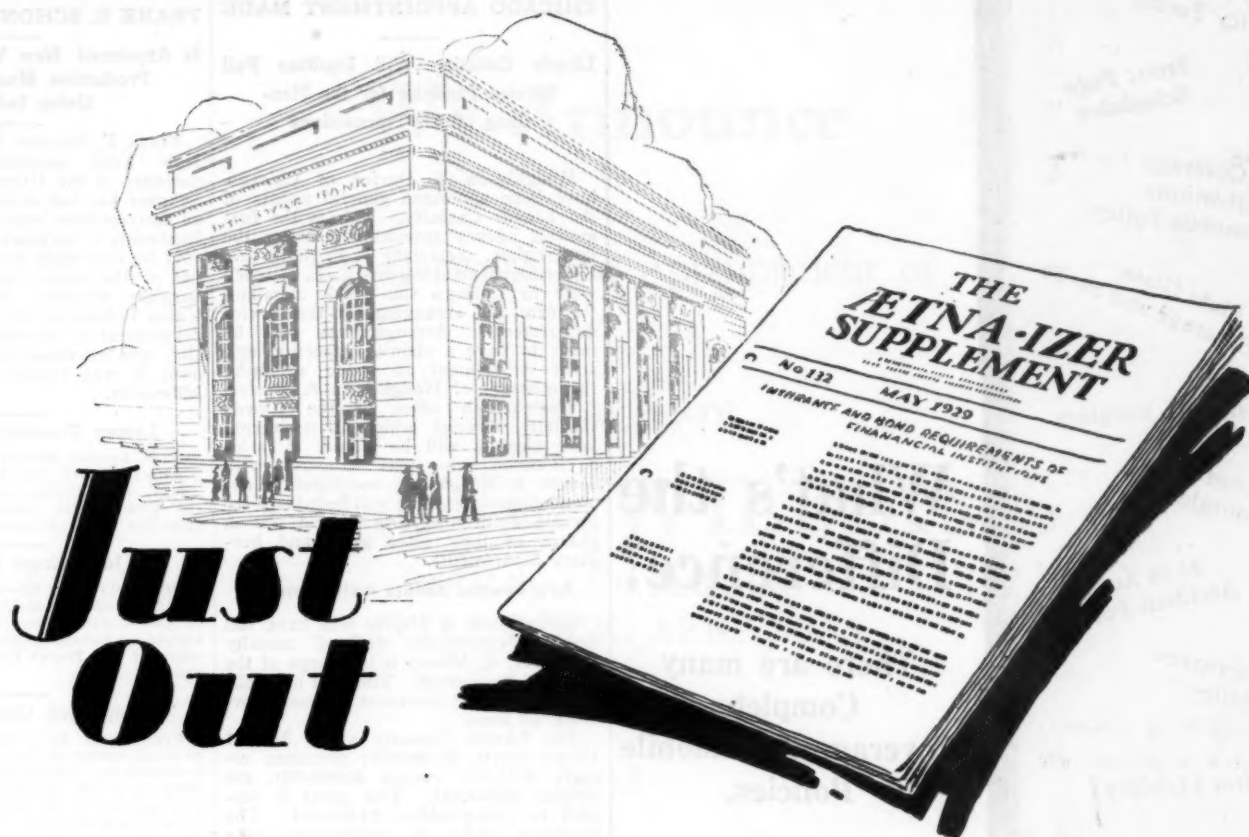
175 West Jackson Blvd.

Chicago

AS GENERAL AGENTS FOR ALL CASUALTY AND SURETY LINES
IN THE CHICAGO TERRITORY

Brokerage Accounts Invited

Phone: Wabash 1130



"Insurance and Bonding Requirements of Financial Institutions"

OVER 25 different forms of insurance and bonds are needed to safeguard the average bank—all of them written by the Ætna Life and Affiliated Companies.

¶ What they are and how to sell them is described in the Ætna-izer supplement for May, the fourth of a series analyzing the insurance needs of various business and professional groups.

¶ While designed primarily for Ætna representatives, a limited number of copies of this edition has been reserved for distribution to insurance men in general.



ÆTNA CASUALTY & SURETY COMPANY
ÆTNA LIFE INSURANCE COMPANY
STANDARD FIRE INSURANCE COMPANY
AUTOMOBILE INSURANCE COMPANY

of Hartford, Connecticut

Clip and
mail with your
letterhead →

Ætna Casualty and Surety Co
Hartford, Connecticut
Please send me a copy of the May
Ætna-izer Supplement No. 132

Up to Date
Policy Forms

Front Page
Schedules

7 Coverage
all-in-one
Automobile Policy

Plate Glass
Full Coverage and 50-50

Residence Burglary

Mercantile
Safe Burglary

\$3.00 Auto
Accident Policy

Manufacturers'
Liability

Elevator Liability

Minimum Endorsements

Golfers Liability

Contingent Liability

Teams Liability
and Other Miscellaneous
Liability Lines

Sports Liability



Contractors' Liability

Owners, Landlords
and Tenants' Liability

What's the Difference?

There are many
Complete
Coverage Automobile
Policies,

and the *Universal Casualty* 7 coverage all-in-one Automobile policy may have a familiar ring to you if you judge only by its title.

Yet, it will take 10 minutes, no more and probably less, to show you how accurately the *Universal Casualty* has sensed the demand for a truly, up-to-date modern *Casualty Company*.

And then, of course, you'll know that there is a difference in Complete Coverage Automobile policies—and you'll prefer the *Universal Brand*!

Edward T. Harrison, President
DALLAS
TEXAS

Hodgkinson & Durfee Are Chosen General Agents

CHICAGO APPOINTMENT MADE

Lloyds Casualty Will Institute Full Service Facilities for the Handling of All Transactions

Hodgkinson & Durfee of Chicago have been appointed general agents of the Lloyds Casualty. This is the first general agency appointment under the new regime. Secretary P. F. Biglin and Superintendent of Agents C. E. Mitchell were in Chicago this week installing the firm and arranging for the service departments. Arrangements will be made to have a claims, inspection and audit department in space adjoining the quarters of Hodgkinson & Durfee. The branch office of the Lloyds Casualty, through which all its agents have cleared, will be closed. Charles S. Tanner, who was formerly with Marsh & McLennan, was recently appointed manager. He will be taken over by Hodgkinson & Durfee and put in charge of their plate glass and burglary departments.

New General Agents Well Equipped

Hodgkinson & Durfee will have full fledged departments with all casualty lines. W. R. Moony is in charge of the casualty department. The firm has built up an all round insurance business covering all lines.

The Lloyds Casualty as of May 1 shows assets \$5,205,898; premium reserve \$378,816; capital \$2,000,000; net surplus \$2,668,264. This gives it surplus to policyholders \$4,668,264. The company under its reorganized plan will write all casualty and surety lines.

Aside from the officers of the company itself there are some insurance men who are directors, notably H. Edward Bilkey, vice-president of the Stuyvesant Fire; Samuel T. Brown, vice-president of the Glens Falls Fire; James Gibbs, president of the Excess Insurance Company; Robert H. Goffe of Goffe & Griswold, insurance brokers; Rudolph O. Haubold, vice-president United States Fire; Otho E. Lane, president Niagara Fire; Russell E. Prentiss, director United States Casualty.

VALUE OF LOCAL BOARDS TOLD TO ARKANSAS AGENTS (CONTINUED FROM PAGE 12)

large bank in Fort Smith decided to go in the insurance business, but the local board protested and 105 out of the 110 companies doing business in Arkansas agreed to stand by the organization.

L. R. Martin of Pocahontas, vice-president of the Arkansas association, reported on the mid-year conference at Birmingham.

J. K. Shepherd, of Shepherd & Co., general agents of Little Rock, talked about the side lines and inland marine classes of business. He said that with the superior building construction, improved protection and the frequent substitution of modern fire resistive buildings for the more hazardous type, the growth of premium income is restricted.

Merit rating was discussed by Omar Throgmorton of Campbell, Mallory & Throgmorton, general agents of the Aetna companies.

The association passed a resolution that the fire companies be petitioned to amend the present commission scale so as to limit the commission paid to non-policy writing agents to not more than one-half that paid to policy writing agents; also that the commission rate to policy writing agents be increased to 25 percent from the present rate of 20 percent. A resolution frowning on the extension of non-reporting agents in Arkansas was also passed.

CASUALTY CHANGES

FRANK E. SCHONER PROMOTED

Is Appointed New York Metropolitan Production Manager for the Union Indemnity

Frank E. Schoner has been appointed New York Metropolitan production manager of the Union Indemnity. Mr. Schoner has had many years experience as metropolitan manager of the Union Indemnity's burglary department. In 1927 he was made assistant superintendent of the entire eastern department's burglary division. Before joining the Union Indemnity he was in the burglary department of the Great Eastern Casualty, and continued with that company until it was merged with the Union Indemnity.

Lyman Transferred to Texas

E. H. Lyman, formerly in the Memphis, Tenn., territory, has been transferred to Texas, with Dallas as headquarters, for the Commercial Casualty. He will retain his title of field supervisor.

Joins Royal Indemnity

DETROIT, May 22.—Verne Hoar, former manager of the Michigan branch office of the Constitution Indemnity, has resigned to become manager of the service office of the Royal Indemnity at Columbus, O.

Appointed General Agent

Freiberger, Inc., has been appointed general agent of the Equitable Casualty & Surety in Cleveland, O. The Freiberger office is at 912 Guarantee Title building. The agency is headed by Max S. Freiberger as president. Irwin L. Freiberger is secretary. The agency is about 20 years old and the head of the agency is one of the insurance leaders in Cleveland.

Establishes Ohio Service

NEWARK, May 22.—To take care of its rapidly growing agency organization in Ohio and to aid in its still further development, the Commercial Casualty has established a fully equipped service office at Columbus, appointing as its manager Fred H. Minton. Mr. Minton is thoroughly familiar with underwriting and general conditions there, having traveled the field for years.

Opens Albany Branch Office

Under the management of Joseph J. Arnold, with J. W. Gauger as assistant manager, the Equitable Casualty & Surety has opened a branch office at Albany.

National Board to Meet, Elect

(CONTINUED FROM PAGE 3)

other committees will have important recommendations to make, based upon the experience of the past year, and that these will meet general endorsement, there is little doubt. James Wyper vice-president of the Hartford Fire, will unquestionably succeed George G. Bulkley, president of the Springfield Fire & Marine, as head of the National Board. Mr. Bulkley has served two successive terms.

Perival Beresford, United States manager of the Phoenix of London, will move up from the chairmanship of the executive committee to the vice-presidency, replacing Mr. Wyper. The executive committee selects its own chairman, and this office will be filled when the new committee members are chosen. There is no doubt but that Sumner Ballard, president of the International, and Charles W. Higley, president of the Hanover, will be reelected secretary and treasurer respectively.

Commerce Indemnity to Start

The Commerce Indemnity is being organized under the laws of New York, the legal notice having been filed.

We Announce

With Pleasure the Appointment of

General Agent

B. FRANK WILLIAMS

PYRAMID LIFE BUILDING
LITTLE ROCK, ARKANSAS

and

SCRUGGS and DAVIS

General Agents

1215 COLCORD BUILDING
OKLAHOMA CITY, OKLAHOMA



DETROIT FIDELITY and SURETY COMPANY

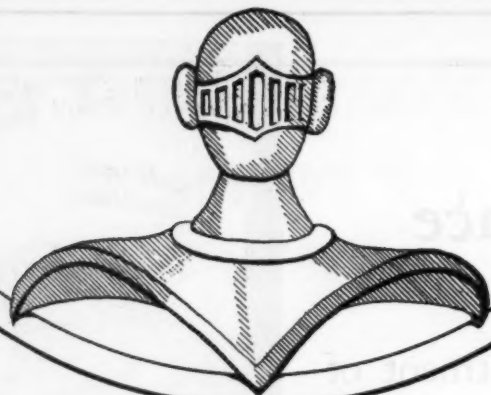
Detroit, Michigan

Territory Available—Write

GEORGE R. WENTZ, Superintendent of Agencies

H. H. McKEE, *President*

R. J. DALY, *Vice-President*



DISHONEST EMPLOYEES

Discoveries Made by Horwath and Horwath When Making First Audits of Books.

Conclusions

The store's clerk should be bonded, although this precaution is rarely taken in small and medium sized hotels.

LEADS

Where to look for prospects when you represent a live multiple line Casualty Company is like asking where to look for straw in a strawstack. Literally, everyone is a prospect.

The above article which appeared in a recent issue of The Hotel Bulletin suggests one field of prospects for one type of Southern Surety protection. The need is there—and with Southern Surety Service you can sell it easier.

Write for details on our attractive agency plan.

SOUTHERN SURETY COMPANY

OF NEW YORK

General Offices

818 Olive Street
ST. LOUIS, MO.

WORKMEN'S COMPENSATION

CROWLEY TELLS ABOUT RATES

Nebraska Agents' Association at Omaha Hears How Compensation Schedules Are Determined

F. B. Crowley, Omaha resident engineer of the National Bureau of Casualty & Surety Underwriters, spoke at the Nebraska Association of Insurance Agents' convention in Omaha this week. He described the methods used in making compensation rates and in experience rating. He said there were three factors that must be satisfied in the making of rates. All rates to be satisfactory must be adequate, reasonable and non-discriminatory.

Mr. Crowley pointed out the advantages of centralized rate making and administration of workmen's compensation insurance. "The advantages are: First the utilization of the broadest and most representative spread of experience data, thus permitting the expression of the basic law of averages. Secondly, the maintenance of uniformity is important, since most carriers operate nationally and they will be decidedly handicapped if the underwriting rules and classification of risks and rating methods varied from state to state. Lastly, the advantage of establishing satisfactory relations with supervising state officials who have the responsibility of approving rates and rating practices."

Object to Illinois Proposal

Stock company general agents are objecting to the amendment in the agreed bill amending the workmen's compensation law in Illinois, which provides that a contractor must carry his insurance in one company. This is part of house bill 525, an agreed bill between the Illinois Manufacturers' Association and the Illinois Federation of Labor. It is said to have been inspired by the mutuals, which desired if possible to grab up a contractor's entire compensation line.

Will Write Compensation

LOS ANGELES, May 22.—The National Automobile of Los Angeles will write workmen's compensation insurance, according to John Q. McClure, president. Heretofore its business has been confined to all forms of automobile insurance and fidelity and surety bonds. J. R. Deering will head the compensation department. For the past five years he has been secretary and treasurer for the Weber Show Case & Fixture Company of Los Angeles. It is understood that compensation writings will for the present be confined to southern California, but will be extended throughout the state as rapidly as arrangements can be made for handling the line.

Attorneys' Fees Fixed

TOPEKA, May 22.—G. Clay Baker, chairman of the Kansas industrial commission, in charge of the administration of the workmen's compensation law, has served notice upon the lawyers of this state that a maximum fee of 25 percent of the claim will be the extreme allowance to be permitted under the law. The minimum will be ten percent. The bulletin, being forwarded to all lawyers and insurance companies, points out that the fee must be based on services actually rendered and the claimant's ability to pay.

Carpenter Classifications Combined

OKLAHOMA CITY, May 22.—At a hearing of the insurance board an average rate for carpenters' compensation was approved, following a filing made by representatives of the National Council. The rate for classification covering workmen engaged in cabinet work or interior finishing or installing portable and stable fixtures was formerly \$1.65, while the rate for outside construction work was \$6.23. By the action of the board the two classifications are combined under an average rate of \$4.94.

INTERESTING TRENDS NOTED

Wisconsin Compensating Rating Bureau Holds Annual Meeting—Manager Haydon Comments on Work

MILWAUKEE, May 22.—Some interesting trends of workmen's compensation insurance were brought out at the annual meeting of the Wisconsin Compensation Rating & Inspection Bureau at Milwaukee last week.

Introduction of the so-called weighted plan as an integral factor in the experience rating scheme has been one of the highlights of the past year in the Wisconsin Compensation Rating & Inspection Bureau. George F. Haydon, general manager, pointed out that the plan before being amended gave equal weight or credence to each year in the period of experience covered, thereby expressing the average of the trend rather than the direction.

Another important move in Wisconsin was the introduction of the expense constant, or, as it was first known, the policy fee, and amendment to the formula for establishing minimum premiums in the case of certain companies.

Unite to Fight Monopolistic Bill

MILWAUKEE, May 22.—The entire insurance fraternity of Wisconsin has been asked to get behind opposition to Bill 752-A introduced in the Wisconsin legislature last week, providing for the establishment of a monopolistic workmen's compensation fund.

At an informal meeting of the Wisconsin Compensation Rating & Inspection Bureau, a committee to direct opposition to the bill was named with George Haydon, manager of the bureau, as chairman. This committee has prepared memoranda suitable for attachment to personal letters to employers, which is being placed at the disposal of insurance agents throughout Wisconsin. The committee will also have the full cooperation of the Insurance Federation of Wisconsin in fighting this measure.

Labor Wants Virginia State Fund

RICHMOND, VA., May 22.—The Virginia Federation of Labor is in favor of a monopolistic state fund for workmen's compensation insurance and is also in favor of a liberalization of the state compensation act in other respects. It went on record to this effect at its annual convention last week. It was indicated that a fight will be made at the next session of the Virginia legislature to secure adoption of this plan and also to bring about the following other changes in the present act: (1) Reduce the minimum employee level so as to bring firms under the act; (2) grant compensation for occupational diseases; (3) increase maximum compensation to at least \$18 a week, with an allowance of two-thirds of earnings instead of one-half; (4) Shorten the waiting period; (5) increase the death and permanent disability allowances.

Mutual Companies to Meet

The annual convention of the Northwestern Association of Mutual Insurance Companies will be held at the Curtis hotel, Minneapolis, June 20-21. O. M. Thurber of Owatonna, Minn., is secretary.

Hostile Wisconsin Bills Advanced

MADISON, WIS., May 22.—The Wisconsin assembly has engrossed two measures which make casualty companies party defendants, one by a vote of 40 to 28, and another by a vote of 40 to 29. The senate, considering two similar measures, deferred action until May 29.

It takes some pretty fast stepping to keep up with the other fellows now days. Are you keeping up with accident contract changes? The Time Saver will answer your questions and give you just that additional confidence you need. Ask The National Underwriter Company, 420 East Fourth street, Cincinnati, O., for information.

ACCIDENT AND HEALTH FIELD

NOT COVERED BY AUTO FORM

Two Cases Where Limited Contracts Have Been Decided by the Higher Courts

Appellee recovered on an accident insurance policy on her decedent, insuring against death or disability resulting directly, independently and exclusively of all other causes from bodily injuries affected solely through external, violent and accidental means and sustained by insured by the wrecking or disablement of any private horse drawn vehicle or motor car, in which insured is riding, or driving, or by being accidentally thrown from such vehicle or car. The evidence shows that decedent had driven to a filling station for gasoline and while waiting at the station while the gas tank was being filled, the gasoline ignited while the attendant was operating the pump valve and insured was handling the filling nozzle at night. The attendant with a piece of carpet put the fire in a small boy's clothing out and did not see any fire on insured, who had carried the boy away from the rear of the machine. As he extinguished the fire on the boy's clothing, he heard insured cry out in the road. His clothing was covered with flames, and from those burns he died. Held that as the insurance was specially limited and the accident does not come within the limitation, the evidence does not support the verdict. Reversed. *Continental Life vs. Malott*, App. Ct. Ind.

Where a policy of accident insurance indemnifies first against injury to insured while a pedestrian in connection with being struck down by certain classes of motor-driven vehicles, and second, against accident from a collision while riding in certain classes of motor-driven cars, held that the qualifying terms of each class will be applied to the risks of its particular class, and will not be construed together to as to make the risks of one class of such vehicles apply to an injury covered by the other. A policy insuring a person against accident by collision while riding or driving in any horse-drawn vehicle or motor-driven car, by interpretation clearly includes an accident occurring while the insured was riding on a motorcycle, a car by usual significance being an automobile, affording greater security to the riding therein than a motorcycle. *Anderson vs. Life & Casualty of Tenn.*, Sup. Ct. N. C.

H. O. MAXWELL RESIGNS FROM MIDLAND CASUALTY

MILWAUKEE, May 22.—H. O. Maxwell, vice-president of the Midland Casualty, has announced his resignation. Mr. Maxwell has been with the Midland Casualty for 12 years, and was secretary of the company from 1919 to the first of this year, when he became vice-president. In 1923 he became general manager in addition to his position as secretary and held that position to the beginning of the year, when John Patterson became president and general manager.

Mr. Maxwell plans to take several weeks' vacation on a motor trip and will announce his new connection later. He indicated that he will remain in the insurance business.

Shepherd Made District Agent

S. H. Shepherd has been appointed district agent of the accident department of the Southern Surety in Uniontown, Pa., taking charge of the largest agency of the industrial division of that department. The office has been operated as a branch office in recent months, under the direction of Mr. Shepherd.

J. E. POWELL NOW MANAGER

Changes Made in Southern Surety Accident Department—Watson Powell Continues Supervision

A rearrangement of the home office personnel of the accident and health department of the Southern Surety is announced. Watson Powell, vice-president of the company, will continue the supervision of that department but will relinquish some of the duties he has had in that connection to his brother, James E. Powell, who is promoted to manager of the department. J. E. Powell has had charge of the agency work of the department and has for some years been his brother's right hand man.

Brooks A. Heath has been advanced to manager of claims in the accident and health department. He has spent some five years in the claim department and is thoroughly familiar with this work. Paul Sawyer, who goes to the Southern with several years of experience in adjustment work, has been appointed assistant to Mr. Heath. J. E. Atwood continues as accident and health underwriter.

FEDERAL CASUALTY TAKES OVER INDUSTRIAL BLOCK

The Federal Casualty of Detroit has absorbed the entire monthly premium business of the Union Indemnity of New Orleans. The Federal Casualty thus takes over a very substantial premium income and several hundred agents. The Federal Casualty has made many strides recently. Not long ago President V. D. Cliff announced that the company would soon engage in the life insurance business.

IMMEDIATE DISABILITY REQUIREMENT DROPPED

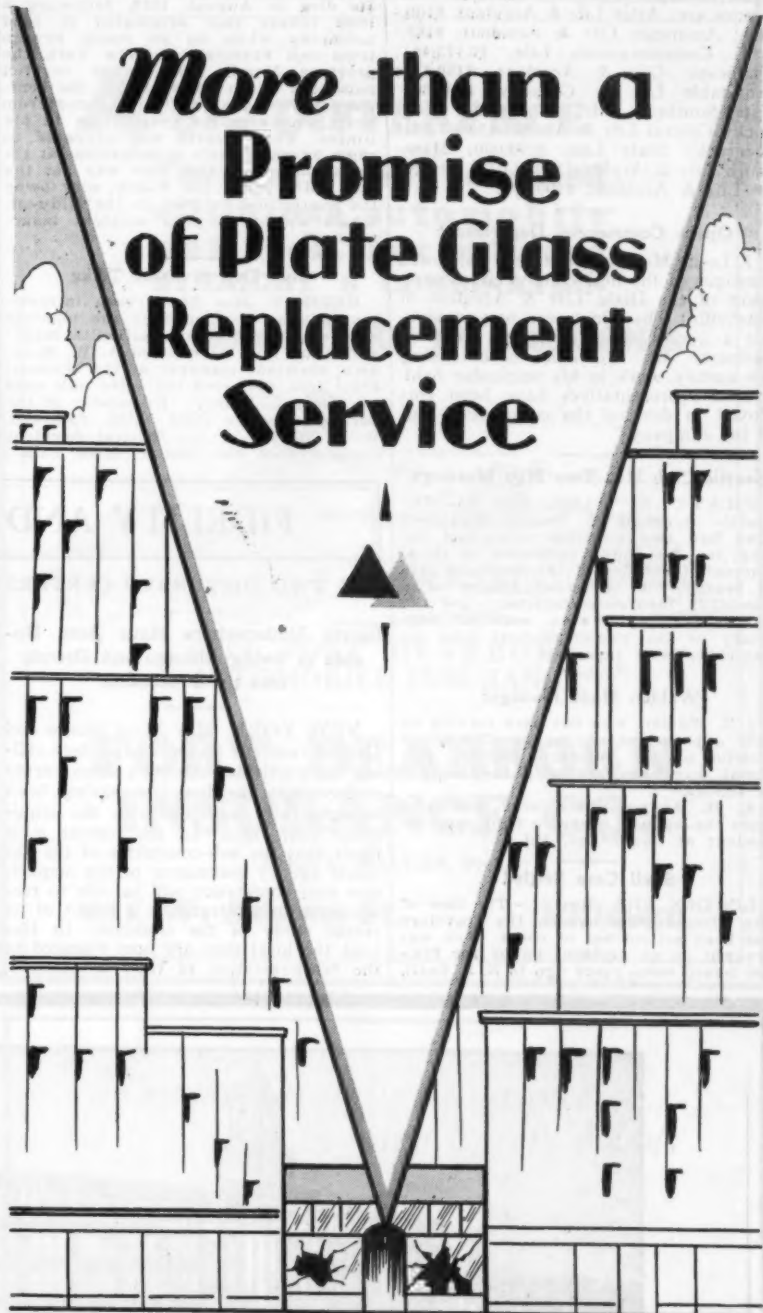
The Southern Surety has eliminated from all of its policies the requirement that total or partial disability must follow immediately the accident causing such disability. Its policies now provide that total or partial disability may ensue any time within seven days of the date of the accident causing such disability, without penalty to the policyholder.

The Southern is issuing a new full coverage, straight accident policy, known as the "victory" accident policy. The policy provides payment of the principal sum for loss of life or loss of two members (hands, feet or eyes). Half the principal sum is paid for the loss of one hand or one foot, and one-third for the loss of sight of one eye. In addition there is an annuity of one-half the monthly indemnity paid for the loss of two hands, two feet, or one hand and one foot, up to five years. Monthly indemnity is paid from the first day, continuing up to 48 months. Half indemnity is paid for partial loss of time from injury, up to six months. Provision is made for payment of surgeons' bills for certain operations, hospital bills and nurses fees. It is sold in all classifications from A to G inclusive, but only to male risks.

KENTUCKY COMPANIES MUST MAKE DEPOSITS

FRANKFORT, KY., May 22.—There must be \$21,570,934 of insurance securities deposited by domestic companies with the state insurance department by June 1, according to an opinion by M. B. Holefield, assistant attorney general. Mr. Holefield said the section of the Kentucky statutes covering this point applies to domestic as well as foreign insurance companies. The amounts that

More than a Promise of Plate Glass Replacement Service



It is safe to say that more Plate Glass Insurance business is lost because of failure to live up to the promise of prompt Plate Glass Replacements than from any other factor.

Companies and agents alike stake their reputation and business on this one factor.

It is because the American Glass Company has not only recognized this fact but has provided the facilities with which to fulfill the promise of prompt Plate Glass Replacements that has been the moving factor in placing this organization foremost in the Chicago Plate Glass Replacement field.

AMERICAN GLASS CO.

1036-42 NO. BRANCH ST.
CHICAGO, ILL.



must be deposited by the domestic companies are: Atlas Life & Accident, \$100,000; American Life & Accident, \$153,329; Commonwealth Life, \$7,173,461; Domestic Life & Accident, \$159,510; Equitable Life & Casualty, \$100,000; Inter-Southern Life, \$12,862,694; Kentucky Central Life & Accident, \$707,264; Kentucky State Life, \$100,000; Mammoth Life & Accident, \$114,675; Republic Life & Accident, \$100,000.

Opens Commercial Department

J. Louis McDaniel has been appointed manager of the new commercial department of the Dixie Life & Accident of Nashville. The agents are now producing a goodly amount of this class of business. Mr. McDaniel is extending the agency work in his particular field. Special representatives have been employed to develop the commercial end of the company.

Seattle Club Has Two May Meetings

SEATTLE, WASH., May 22.—The Seattle Accident & Health Managers Club had two meetings scheduled for May, the first being addressed by O. A. Ehrenclou, actuary of the Northern Life of Seattle, on "Actuarial Phases of a Disability Insurance Contract," and the second by Cary Groton, assistant secretary of the Pacific Mutual Life, on non-cancellable insurance.

Walden Made Manager

J. T. Walden, who has been serving as field superintendent in the Chicago 3 district of the Western Fidelity National, has been promoted to manager of Chicago 1.

A. H. Andrews has been promoted from the agency ranks to field superintendent at Cambridge, Md.

Snell Case Settled

LINCOLN, NEB., May 22.—The case of Mrs. Flora F. Snell against the Travelers has been settled out of court. Suit was brought on an accident policy for \$30,000 issued some years ago to N. Z. Snell,

head of the Midwest Life of Lincoln. He died in August, 1928, following a long illness that originated in food poisoning while on an ocean voyage from San Francisco to New York the previous March. The policy covered poisoning as an accident, but the company argued that he had suffered from heart weakness for years from an old illness. The plaintiff was prepared to show by physician's examinations at repeated intervals that this was not the case. Mrs. Snell, the widow, now owns the controlling interest in the Midwest, which writes life and accident insurance.

Give Detroit Sales Talks

DETROIT, May 22.—A very interesting meeting developed at the monthly dinner of the Accident & Health Managers Club last week when A. W. Saunders, assistant manager of the Missouri State Life, delivered the sales talk used by James L. Rainey. Discussion of the various effective sales talks followed. W. L. Roesser of the General Accident demonstrated his "Dollar Sales Talk";

G. F. Donahue of the Federal Life demonstrated his "Goose Sales Talk," and E. H. McFarland of the North American Accident demonstrated his talk using basic values.

The nominating committee named these five directors to serve until the annual election in October: V. L. Desmond, Connecticut General; R. T. Smith, Travelers; William Zell, United States Fidelity & Guaranty; A. W. Saunders, Missouri State, and B. M. Stahl, Federal Life.

Midwest Life Holds Agency Meeting

The Mid-West Life of Lincoln, Neb., is holding its annual agency meeting May 23-24. The company is revising its health and accident policies and discussion of the new features will be stressed at this meeting. These will provide for four-day elimination, benefits attaching on the fifth day with the option of a decreased benefit if the payments begin with the first day. The Mid-West is extending its life and accident coverage to passengers in airplanes that cover regular routes.

Petroleum Company of Lexington, one of the bank's depositors, made payable to its employees. H. D. Fulton, vice-president and treasurer of the company, is charged with having raised them and forged endorsements of the employees. The surety company denied liability under the blanket bond, taking the position that the loss should be borne by the Petroleum Company, whose official is held responsible for the alleged forged endorsements. The case is now in the United States court of appeals and will eventually go to the United States supreme court.

GLOBE INDEMNITY'S PETITION DISMISSED

The United States Supreme Court has dismissed the petition of the Globe Indemnity for review of a decision of the circuit court of appeals for the second circuit, holding the company liable on a bond to the Southern Pacific Company covering a contract with the Downey Shipbuilding Corporation for the construction for the railway of three vessels.

The shipbuilding company abandoned its contract and the Southern Pacific completed construction of two vessels which had not been finished and repaired defects that developed on the third, making demand upon the surety for liquidated damages for delay. The company claimed that it had suffered damages to the extent of \$137,299, seeking \$100,000, the amount of the bond, from the surety. The district court for the southern district of New York rendered a decision in favor of the Southern Pacific for \$100,000 with interest, making a total of \$129,536.13. The Globe appealed to the circuit court of appeals, which reversed the judgment unless the railroad company agreed to reduce the amount to \$58,121.65, with interest, to which the railroad agreed. The surety then sought

FIDELITY AND SURETY NEWS

SEE TWO DISTURBED CENTERS

Surety Underwriters Have Been Unable to Swing Chicago and Detroit into the Procession

NEW YORK, May 22.—Chicago and Detroit continue as the two centers calling for particular attention from surety underwriters, neither city having been brought fully into line with the acquisition cost rules. In the former it is likely that the sub-committee of the national agency committee of the acquisition cost conference will be able to recommend an arbitrator as a result of its recent study of the situation. In Detroit the local men are now engaged in the reorganization of their association,

which has not been functioning of late. It may be that an arbitrator will have to be chosen for Detroit as well as Chicago, though company heads are hoping the agents will be able to work out their own salvation without calling in an overlord.

APPEAL BLANKET BOND CASE ON RAISED CHECKS

The Phoenix National Bank & Trust Company of Lexington, Ky., has appealed from the decree of the United States district court at Lexington dismissing its suit against the Aetna Casualty & Surety, in which the bank sought judgment against the surety company under a blanket bond. The case involved a number of raised checks of the



Club House

Administration Building

Power Plant Print Shop Garage

Agents and Brokers:

Not a Flashy Company

but a reliable, ever-ready, real honest-to-goodness safe

one for your business

Maryland Casualty Company
Baltimore

Let us Plan with You

We are Always doing Something worth while

relief through a review of that decision by the United States Supreme Court, which was denied.

Hammond Joins United Pacific

SAN FRANCISCO, May 22.—Thos P. Hammond, manager of the surety department of the New York Indemnity here, has been appointed manager of the same department of the United Pacific Casualty of Seattle. Mr. Hammond plans to aid the company in the organization of the department.

Prior to coming to San Francisco Mr. Hammond was in charge of the business of the National Surety in Seattle.

Aiken With Tulsa Agency

TULSA, OKLA., May 22.—Frank R. Aiken, Jr., has been appointed superintendent of the bonding department of the Frates Company general agency here. Mr. Aiken comes to Tulsa from New York City, with wide experience in bond and casualty underwriting. After leaving Trinity College he joined the Hartford Accident in the fidelity and surety department. Later he was connected with the Norwich Union Indemnity in the automobile department, but

returned to the bonding field in March, 1927, when he joined the Great American Indemnity as fidelity and surety bond underwriter.

New Arkansas Law Extends Liability

Surety companies operating in Arkansas, which write bonds for contractors in that state, face additional liability under the terms of a bill just signed by the governor.

The new law not only makes the surety liable for labor and material on the job itself, as in the past, but for practically every other item of expense or indebtedness incurred by the contractor, including camp equipment, fuel, oil and gasoline, food for men and feed for animals, labor and material expended in making repairs on machinery or equipment, lumber and material used in making forms and supports, rentals on machinery, equipment, mules and horses and all other supplies.

It provides that if the bond furnished by a contractor fails to include a provision for the payment of any and all bills for the items provided for, this shall not prevent the holders or owners of claims of this nature from bringing suits and enforcing such claims against the surety bond of the contractors.

CASUALTY PERSONALS

Hart W. Reaves of Los Angeles, manager of the claims department of the Union Indemnity in its southern California branch, is resigning to become a broker in his city. He will devote the major portion of his time to soliciting life insurance in the Penn Mutual Life general agency in the Will O. Ferguson agency. Mr. Reaves has been with the Union Indemnity since November, 1920, when it was only 10 years old. He has served as manager of various claim divisions in Arkansas, Illinois and California. He was also assistant superintendent of the claim department at the head office. When the Union Indemnity took over the International Indemnity of Los Angeles Mr. Reaves was Chicago manager of the Union Indemnity. He was immediately dispatched to Los Angeles to look after the Union Indemnity's interests there. He is regarded as a very good man.

Jesse Zeitner, assistant superintendent of the engineering and inspection department of the Globe Indemnity at Newark, N. J., has resigned to become director of safety with the Bakeries Service Corporation. It is the service organization of the Continental Baking Corporation, the holding corporation of 94 bakeries operating from coast to coast.

Frank E. Hoffman, who aided in drafting Minnesota's compensation law, died at a St. Paul hospital May 16. For several years he has been chief of the workmen's compensation division of the state industrial commission.

Edward C. Stone, United States manager of the Employers Liability, and John W. Downs, well known Boston insurance lawyer, have been named by Governor Allen of Massachusetts as members of the new "governor's committee on street and highway safety," which will have 100 members, chosen from among the most influential citizens of the state. The committee will have an executive secretary and a small active working staff and be adequately financed to promote safety work throughout the state, with special reference to automobile traffic.

Ben Haughton, secretary-treasurer of the International Travelers Assurance of Dallas, is one of the busiest men in his state at this time. He is chairman of the Dallas information committee which is to serve during the meeting of International Rotary in Dallas the week of May 26. More than 10,000 visitors are expected from all parts of the world. Several people who will be in attendance at the convention have been on

their way for seven or eight weeks. Other insurance men who are serving on important committees are Paul Montgomery, vice-president and actuary of the Southland Life, and A. C. Bigger, president of the American Life.

Pere Wilmer Little, vice-president of the Fidelity & Deposit, died last week in Baltimore. He was 48. He joined the F. & D. in 1900 as a stenographer and rose steadily through the ranks until he was appointed vice-president in the charge of administration department in 1921.

President J. W. Scherr of the Inter-Ocean Casualty is making an eastern trip, visiting agencies. While in the east he will give evidence in a hearing before the Bureau of Internal Revenue on a matter involving income tax returns of disability insurance agents.

William B. Wood, vice-president in charge of the contract bond department of the New Amsterdam Casualty, is recovering from a minor operation performed recently.

Woman Hurtles Through Glass Panel in Escape

Arthur P. Smith Company, general agents of the Norwich Union Indemnity at Minneapolis, had an interesting claim made recently by a woman living in an apartment on Park avenue against the owner of the building. She stated that she suffered cuts and bruises on her arms and legs. In the report she states that she discovered a man hiding under her bed at night. In her haste to seek safety she went through the glass panel of a door leading into the public hall, therefore, causing sundry injuries.

CASUALTY MANAGER HAS NOT YET BEEN SECURED

NEW YORK, May 22.—The special committee named to secure a general manager for the reorganized national bureau of Casualty & Surety Underwriters has been unable thus far to select a man, and will continue its quest.

Glens Falls in the Bureau

The Glens Falls Indemnity was omitted from the list of companies in the National Bureau of Casualty & Surety Underwriters under the new agreement recently given out. The Glens Falls is a member.

A BIG DIFFERENCE

There are many so-called all-in-one automobile policies, but only one STRAIGHT & COMBINATION

—that's FORT DEARBORN'S



SELL FORT DEARBORN
AUTOMOBILE INSURANCE

**FORT DEARBORN
INSURANCE CO.**

JOHN L. WALKER, Pres.

222 W. Adams St.

Chicago

*Writing Casualty Insurance
Fidelity and Surety Bonds*



FEDERAL SURETY CO.
HOME OFFICE DAVENPORT, IOWA



Full Home Office Cooperation Makes for Agency Success

THE ABILITY of the home office of the United States Fidelity and Guaranty Company to understand and fully appreciate the efforts of its agents throughout the United States and Canada and its willingness to cooperate at all times has resulted in a remarkable yet natural growth in which the agent materially benefits.

This cooperation, as much as any other single factor, has enabled the United States Fidelity and Guaranty Company to take its place as the largest casualty and surety company in America.

UNITED STATES FIDELITY AND GUARANTY COMPANY

BALTIMORE - MARYLAND

ESSENTIALLY AN AGENCY COMPANY

Our Story:—

The Preferred Accident Insurance Company

OF NEW YORK
KIMBALL C. ATWOOD, Pres.
80 Maiden Lane, New York

Has pleased its Agents and Policyholders and steadily grown in financial solidity and in prestige for 40 years.

We write Accident—Health—Auto Liability and Property Damage and Burglary Insurance.

All Agency contracts are direct with Home Office.
Assets exceed \$12,000,000 — Surplus to policyholders over \$6,000,000.

We have some territory open that may interest you.

Bassett Group Out of Board

(CONTINUED FROM PAGE 3)

Monte. The letter of resignation, while generally accepted as being from the brain of Mr. Bassett, was signed by W. W. & E. G. Potter, Pacific Coast managers for the companies.

The withdrawal from the board also affects the general agency firms of Henley & Scott and Hinchman, Wentz & Miller, both of which represented Bassett companies.

May Develop Competition

The situation, while apparently calm thus far, is expected to develop some serious competitive conditions on the coast which observers argue may result in disastrous consequences for the business. While the vote in favor of the idea of separation was almost unanimous at Del Monte there are many who believe it cannot be easily realized without sacrifice of money and business income. Agents will not render any material cooperation, as they insist that now they are not making profit out of the fire business at the present board commission scale they cannot see any improvement in a "separation war."

Bassett companies, it is expected, will maintain board rates but will take advantage of the present commission situation by offering more liberal commissions to agents.

Loyalty Meeting Is Held

Another interesting angle is the possibility of intensive competitive conditions among the non-board companies being created as a result of the Firemen's fleet entrance into the field of independent operators.

Mr. Bassett is taking advantage of his presence in San Francisco to readjust the organizations of the Commercial Casualty and the Metropolitan Casualty. The latter was placed under the management of the Potter office last year and the Commercial Casualty will also be under that jurisdiction. It is expected that these two companies will be operated with the same staff of department heads and that the present Commercial Casualty executives will, after July, manage both companies.

About 60 of the "key men" of the Bassett organization on the Pacific Coast were brought into San Francisco for a conference, and at this meeting Mr. Bassett explained his position in all of the matters which have been created by him during the past few months. It was described by one prominent underwriter as a "loyalty meeting."

Milwaukee Mechanics Turned Down

W. W. & E. G. Potter, Pacific Coast managers of the Firemen's, in a circular to agents state that the Milwaukee Mechanics' application for membership has been denied in spite of the fact that membership under identical conditions had been granted in recent time to the National Ben Franklin, the Superior, the Concordia and Pittsburgh Underwriters, all Firemen's companies. In addition separation and relief have been voted by the board.

The managers of the Firemen's say: "The adoption of so-called separation is violative of our principles in that through intimidation it infringes the moral, legal and property rights of others. In concept it is unAmerican in that in application it is certain to be unlawful. It not only offers opportunity to but also strongly tempts the strong to be unfair and ruthless in competition with others who are weaker. It attempts to replace free and open competition with force. While our companies sincerely believe in proper organization of business and in proper business organizations, none the less because of our principles we cannot continue in an organization whose rules are so violative of them, without ourselves doing violence to these principles or without violating our rules."

"We are not bound, nor have we ever been willing to do either. Neither can

the Milwaukee Mechanics, either in itself respect or in legitimate stock interests, continue its application for membership on any other basis than the one heretofore made known to you and by you denied.

The managers sent out a new commission contract to Firemen's agents to sign. The Firemen's states that its group can take care of practically all the business, fire, automobile, casualty and surety offered by an agency. The Firemen's managers state that undoubtedly the Pacific Board will demand of agents that they either resign the Firemen's companies or else give up Pacific Board companies.

Attitude on Rates

The circular letter to agents states that rate cutting is unsound in principle and unsafe in practice and harmful alike to the public, companies and agents. It is stated that if rates prove to be too high they should be reduced but they should be reduced in orderly, sane and scientific procedure. The circular says, "We wish our business at properly established rates but we will legitimately defend our agents and ourselves."

Sees Financial Angle Dominant

(CONTINUED FROM PAGE 3)

muddies the water; and that where the plan calls for collection of premiums by companies direct, it is a distinct thrust at the American agency system.

"3. Perhaps the majority opinion that the first step should have been to sound public opinion and that if it should be clear that there is a demand for this method, then it is an agency function solely.

Merit Rating Second Step

"Before this proposition was well under way the Indemnity of North America resigned from the bureau and sent out its merit rating plan. The bureau followed its customary procedure of 'locking the stable after the horse has gone.' The very week that the Indemnity resigned, the bureau met and let down the bars for its member companies to try out merit rating. And try it out they did. They fairly fell over themselves, each company to take advantage of whatever merit the merit rating plan carries before the companies which first announced it should cop all of the automobile business.

"True to form, this first merit rating plan was impossible. From Maine to California our members protested and by far the majority of company opinion coincides with that of the agents. Company executives are frank to admit that they adopted it as a competitive proposition and they knew it was unworkable.

Still Unfavorable proposition

"Then the casualty executives, representing companies in the bureau as well as those which had retired and others, held a meeting and with the assistance of the insurance superintendent of New York formulated the second merit rating plan. While it obviates some of the principal objections to the former plan, the warranties and lack of consideration as to which party is at fault in an accident, it still appears an unworkable proposition, contrary to the basic principle of insurance, which is the spread of a premium over the whole, to take care of the losses of the few.

"Now after it is all done, the agent, as usual, bears the burden. As was to be expected, the idea took like wildfire. It carries a convincing appeal. The careful driver loves to be told that no longer will he be called upon to suffer for the careless. And so the second system was evolved in an endeavor to satisfy the public demand, created by the first plan.

"One company official, favorable to the plan, is quoted as having said that the chief difficulty lies with 'selling the plan to the agent.'

Possibilities of Accident and Health Lines Reviewed

(CONTINUED FROM PAGE 41)

income disability insurance should not exceed 60 percent of the average income of the insured.

"Non-Can" and Life Disability Clause

"I have made quite a study of non-cancellable insurance and total and permanent disability being sold in conjunction with life insurance. There was \$18,357,000 in non-cancellable premiums paid last year—with claims paid ratio of .519 percent. This ratio does not give a true picture because it does not exhibit the enormous reserves for outstanding continuing claims, nor does it take into consideration the ultimate hazard due to advancing age and numerous other factors.

"One life company recently announced its plan of operation concerning the writing of disability benefits. That company is the only one among the life companies to express the courage of its convictions; the only one to charge anywhere near the proper premium for a disability determined on a proper basis, with a definite basis of determining the maximum indemnity payable based on a percentage of earnings. The premium is about four times greater than that charged by the average life company. The coverage, seemingly more restricted than that contained in or added to the average life policy, is really in keeping with what was in the minds of the originators of this feature of insurance. My prediction is that this class of health and accident disability insurance will, very shortly, cease to be a competitor. This is likewise true of the non-cancellable income disability policies. Both will in all probability continue, but an adequate and proper premium will remove them as competitors.

Accidents Widely Advertised

"Who does your advertising for you? By what medium is the necessity for accident insurance placed before practically every man, woman and child in America—that medium citing the name of the injured, where and when the accident happened and the extent of the injuries? The answer to all is the public press. You can't pick up an issue without some accident is cited in bold face type on the front page. What is that saying to you insurance agents? Get busy—There are many waiting for you to sell them what you have for sale. Are you taking advantage of it to build yourself an old age annuity (accident commissions) or, are you going to see Tom Smith, the man whom ten or more other agents have or will try to see, with the hope you might get his automobile insurance, or his compensation, or his other liability insurance, or maybe his bonds? Are you really building for the future when you go after these target risks? If you devote the same amount of time and energy to the

production of accident business, you would be independent before you realize it. You would have a class of business that would net you yearly more than any other insurance line.

"Keep in mind too—that accident insurance is, in fact, personal. You have to get the answers to the statements and a signature to the application. It isn't the line of least resistance, but, if properly introduced, it is resistance to others breaking in on your client's insurance. Every time you sell an accident policy you are performing a service to man, community and state."

New Jersey Is Trouble Center

(CONTINUED FROM PAGE 4)

involved. It is an open secret that some companies, irritated at the loss of New Jersey business to high commission competitors, favor going the limit as to commissions in order to checkmate the aggressions of the latter companies, while others incline to a rate reduction program on those classes of risks especially tempting to the free-lance institutions.

The attitude of the majority of agents of the state is understood to be one of entire reasonableness. The agents are not eager to see the business loaded with a production cost greater than it should legitimately bear and which would simply be playing into the hands of the mutuals, but what they are gravely concerned about is knowing definitely what commissions are to be when interfering litigation be at an end.

General Casualty Will Add to Its Resources

DETROIT, May 22.—Announcement is made that the General Casualty & Surety of this city intends to increase its capital and surplus shortly preparatory to increasing its business, entering new states, acquiring other companies and adopting a more progressive course. The news came from Superintendent of Agents Peter J. Berry. Some time ago a considerable stock interest in the company was purchased by Chicago people who are heavily interested in the Republic Casualty & Surety of that city. They are cooperating with the Bushman people in pushing forward the General Casualty.

Casualty Notes

The Seaboard Surety and the Excess, both of New York, have been admitted to Kentucky.

A meeting of the New York City committee of the fidelity and surety acquisition cost conference is scheduled to take place May 23.

Victor Bartholomew, resident manager of the casualty department of the Chicago branch office of the New Amsterdam Casualty, was a visitor at the home office last week.

AUTOMOBILE	PUBLIC	BURGLARY	ACCIDENT
LIABILITY	LIABILITY	THEFT	HEALTH
PROP. DAMAGE	TEAMS	PLATE GLASS	WORKMEN'S
COLLISION	ELEVATOR	STEAM BOILER	COMPENSATION

General Accident



FIRE AND LIFE
ASSURANCE CORPORATION, Ltd.

FREDERICK RICHARDSON, United States Manager.
GENERAL BUILDING - 4TH & WALNUT STS.
PHILADELPHIA

Full Coverage
Automobile
Insurance
At
Independent
Rates

Stock Company
UNDERWRITERS CASUALTY COMPANY
HOME OFFICE
PLANKINGTON BUILDING MILWAUKEE, WIS.
Capital and Surplus
\$200,000.00

Agents Solicited

AMERICAN CASUALTY COMPANY



READING, PENNSYLVANIA



BIG ENOUGH FOR YOUR NEEDS—
BUT NOT OVERGROWN

Inquire about our excellent agency proposition

Incorporated 1902

Assets \$3,791,807.40

Re-Insurance
Excess Re-Insurance
Catastrophe Hazard

DEE A. STOKER
RE-INSURANCE UNDERWRITER
111 W. Jackson Blvd. CHICAGO

All Lines but Stressing Excess Fire Reinsurance General Classifications

Indiana Insurance Company

A STOCK COMPANY CHARTERED IN 1851

DESIRES AGENCY CONNECTIONS IN CITIES AND TOWNS IN INDIANA

Writing **AUTOMOBILE—All Lines in One Policy**
PLATE GLASS—50-50 Policy if Desired
FIRE AND WINDSTORM—Combined Policy; Equal or Unequal Amounts

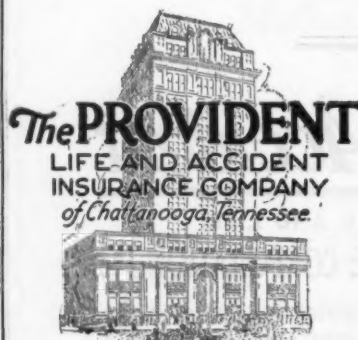
State Agents:

COOLING-GRUMME-MUMFORD CO.
American Central Life Bldg.—Indianapolis
Riley 6452

Special Agents:

ERNEST NEWHOUSE
LA RUE BYRON
EMERSON NEWHOUSE

COAST TO COAST



The PROVIDENT
LIFE AND ACCIDENT
INSURANCE COMPANY
of Chattanooga, Tennessee

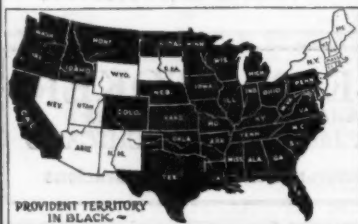
WRITING ORDINARY LIFE INSURANCE

Modern Policies
At Prices in Line with
Those of Best Low Cost
Companies

and ACCIDENT & HEALTH INSURANCE

on the
Commercial
Pay Order
and
Monthly Premium
Plans

GROUP LIFE GROUP ACCIDENT AND HEALTH



Liberal Agency Contracts

Write for Particulars

The PROVIDENT LIFE AND ACCIDENT INSURANCE COMPANY

Chattanooga, Tennessee

ROBERT J. MACLELLAN
President

W. C. CARTINHOOR
Vice-President & Secretary

New Ideas Are Business Helps

(CONTINUED FROM PAGE 39)

focused too much effort on the one car which is insured and have not given enough consideration to the four cars which are uninsured. We can not continue to do business on that basis any longer, for the reason that public opinion will not permit it.

Legislatures Active

"During the past season the legislatures of most of the states were in session, and in nearly every one of them the question of financial responsibility for automobile accidents came up for discussion. Important legislation on the subject was enacted in New York, New Jersey, Iowa and California. The existing laws in Maine, Rhode Island and certain other states were amended and extended. Several of the legislatures are still in session, and additional legislation may be expected.

"It is generally agreed that these are good laws. They do not make it compulsory upon every motorist to carry public liability insurance. They do not provide that the state shall make premium rates and fix rates of commission, and do not interfere with the right of the companies to select their business.

Companies, Agents Must Help

"The very success of these laws, however, depends upon the ability of the companies and their agents so to increase their writings that the number of deserving motorists whose right to operate is denied as a result of inability to satisfy judgments is kept to a minimum.

"The question then is, how may we extend our activities so that the great majority of motorists will avail themselves of insurance protection. During the past few months two important innovations were announced, and in each case the proponents of these ideas urged that they would make insurance attractive to those who had not previously been interested in its purchase, or who had not been able to buy it. These innovations were the installment payment of automobile premiums and the merit rating of private passenger automobile risks.

"Questions of method and technique in handling installment payment may possibly be debatable subjects, but when viewed from the standpoint of those four cars out of five which are not insured there can be little doubt but the idea is worthwhile and productive.

"The merit rating plan has been in effect only about six weeks, and has now been adopted by nearly all casualty and fire companies writing automobile. It has created more discussion than any rate-making innovation introduced in many years.

Press Lauds Merit Rating

"The reception accorded merit rating by the public is a matter of record. The daily press in its editorial columns praised the plan as a safety measure and referred to it as sensible underwriting and sound public policy. The insurance business, on the other hand, was by no means unanimous in its endorsement of the plan. While some recognized its possibilities as a producer, others saw in it only increased work and the opportunity for abuse.

"There can be no question but that the plan meets a popular demand. In recent years motorists have voiced the idea that they who have had no accidents should not properly be asked to pay the same rate for insurance as those who had had accidents. Rightly or wrongly, the careful motorist has gotten the idea that he is being made to pay for the carelessness of others. This idea proved a serious resistance to the increased sale of automobile liability policies. Merit rating provides an effective argument in opposition to that point of view.

"The plan furnishes a financial reward

for careful driving and therefore appeals to the pride and pocketbook of every decent motorist. The American public is quick to respond to the opportunity of earning recognition, either through preferred classification or preferred price. That the selling appeal of merit rating is psychologically right has already been demonstrated. During the first few weeks under the operation of the plan, 30 percent of all cars so written by the Indemnity of North America had not been previously insured.

"Some have urged that it would have been better if the rates for all risks had been reduced, instead of only the rates for those risks qualifying under the merit rating plan. Such action was impossible on the basis of the experience. The rates for the average risk could not have been reduced, but it was possible to provide a more attractive rate for a distinctive class of assured. When a flat reduction of rates is made for all risks, the public forgets the fact within 24 hours. When, however, the rates for careful drivers are reduced, the public is continuously reminded of the possibility of earning a financial reward for safe driving, and the great number of uninsured can be approached day after day on that basis.

"It is possible that the merit rating plan will be further developed and that other changes in writing automobile insurance will follow. There need be no apprehension, however. The automobile casualty insurance business has reached that point where it must go forward lest it slip back. Millions of uninsured automobiles invite new ideas and new methods."

Lilly Speaks on Insurance Law

(CONTINUED FROM PAGE 41)

insurance policies, whereas suspension is limited to a few forms, usually those which carry the coincident right to inspect from time to time the subject matter of the insurance. Right of cancellation is usually predicated on advance notice, but suspension does not require advance notice.

Warranty Analyzed

"In insurance legal terminology a warranty is a statement by the assured the truth of which is an absolute condition precedent to the policy's becoming effective," Mr. Lilly said. "Long ago the companies could make any such statement or undertaking a warranty by the expedient of so naming it, but today a warranty has only the effect of a simple statement of declaration, and breach thereof may be successfully urged as a defense only if the result of the breach is clearly prejudicial to the company.

"Since the insurance contract involves a moral hazard and is personal to the assured, the provision for getting assignment without the consent of the company will be strictly construed.

"Theoretically, the agent cannot change the policy or waive any of its provisions without consent of the company in writing. This is a good theory to tie to and carry into practice."

In conclusion, Mr. Lilly said that no form of insurance can be sold properly unless it is properly understood, and that to a complete understanding, some knowledge of its legal aspects is essential.

Reid at Head of Casualty Body

(CONTINUED FROM PAGE 39)

seven to 11 and the whole structure of the organization broadened and made more cohesive and effective. In order to put the association upon the soundest possible economic and financial basis, the membership was changed nominally from individuals to companies, but, in doing so, there was no intention whatever of departing in any

way from, or modifying or changing the essential and vital principle of representation by chief executive officers—the intention being that the organization should continue to be as in the past, exclusively an executive association.

F. Robertson Jones of the association is a widely recognized authority on insurance matters. He also is an educator and writer of note.

Claim Man Is Important Cog

(CONTINUED FROM PAGE 40)

company is not being too jealously represented. In all cases the claim man must exercise patience and must always be willing to go far out of his way to inform the assured of what is being done and why, when and how it is being done.

In conclusion Mr. Bartlett said: "It therefore follows that in his relation with people generally a man must not only realize that in the last analysis it is to them that he also looks for his opportunities and growth, but in addition there always should be that desire to measure up to all responsibilities in and out of the business in such a way as to bring no reproach to himself personally or the company he represents."

Pennsylvania Surety Rally

The resident managers had a two days' conference at Pittsburgh last week with the officers of the Pennsylvania Surety. The sessions were presided over by Joseph W. Ward, president. At a dinner given the officers and managers by the company J. Ray Donahue, vice-president, in charge of production, was the speaker. His subject was, "How Can We Better Our Service to the Agents?" After Mr. Donahue's talk the managers unanimously adopted as a company slogan, "Better Service."

Those in attendance were G. R. Dette, Philadelphia; S. H. McKeag, Newark; Roy Lill, Chicago; Harry E. Wade, Detroit; R. H. Whittemore, Indianapolis; and Hervey B. Marsh, Pittsburgh resident vice-president.

Aetna Indianapolis Office Moves

The Aetna Life and affiliated companies have moved their Indianapolis branch offices to larger quarters in the new Illinois building at Illinois and Market streets, across the street from the Traction Terminal building, where the offices have been for the past 20 years.

P. W. Simpson is general agent of the life and accident department, with E. C. Deckard as agency supervisor and A. L. Rust as cashier. R. C. Griswold is manager of the casualty department and S. S. Smith is superintendent of agents.

Casualty Notes

Alfred Glaser, Second National Bank building, Toledo, has been appointed a representative of the Employers Liability.

Walter A. Rodgers has been appointed special agent for the casualty department of the Philadelphia branch office of the New Amsterdam Casualty. Mr. Rodgers has had considerable experience in the insurance field.

Sifford Pearre, secretary and treasurer of the New Amsterdam Casualty, has been elected a director of the Insurance Management Company. Mr. Pearre is also vice-president of the Equitable Trust Company of Baltimore.

Edward T. Haynes has been appointed assistant to J. H. Billeby, attorney in charge of the claims division of the National Surety's branch office in Washington, D. C. Mr. Haynes has been practicing law in Richmond, Va., for the past three years.

H. S. Summers, bond engineer, has joined the Kansas City branch office of the Aetna Life and affiliated companies, as bond engineer and as special agent. Mr. Summers was formerly with the St. Louis office of the Aetna Life in the same capacity.

EMPLOYERS REINSURANCE CORPORATION

E. G. TRIMBLE, President
HOWARD FLAGG, Vice-President

CASUALTY REINSURANCE AND EXCESS EXCLUSIVELY

Automatic Treaties covering Compensation, General Liability,
Accident and Health, Fidelity and Surety and Burglary. Facul-
tative service on special casualty risks.

Our many years of experience as Reinsurer and our conse-
quent intimate knowledge of the requirements of casualty com-
panies, enable us to build our treaties to fit our Reinsured—to
provide a flexible service which we believe is unexcelled in our
peculiar field.

OFFICES HOME OFFICE—KANSAS CITY INSURANCE BUILDING

CHICAGO
166 WEST JACKSON

NEW YORK
85 JOHN STREET

CAPITALOne and a Half Million
SURPLUSTwo and a Quarter Million
ASSETSSix and a Half Million

SELF-PRESERVATION demands ACTION!

A LEADING INSURANCE MAGAZINE says editorially:

"Unless the local agent becomes an advocate of automatic sprinklers his choicest lines are apt to disappear overnight."

"We have never known an agent to lose a line where he, himself, was the first to show the owner how much he could save in premiums by installing automatic sprinklers."

"In the great majority of cases the saving in insurance premiums will pay for the sprinkler system in five years."

"A large amount of sprinklered business is being diverted yearly from local agency channels solely because the agents have failed to recommend the installation of sprinklers."

MAKE your proposition 100% strong by suggesting the organization with the longest experience in financing and installing sprinklers through authorized agents and brokers—Grinnell Company. We handle both ends—financing, and installation and service.

Somebody, sometime, is going to suggest sprinklers to your best risks

Agents and brokers with an eye to the future suggest sprinklers and recommend Grinnell because we take full responsibility for both financing and installation.

Send for your copy of "The Local Agent and Automatic Sprinklers." It tells how agents are using our facts and figures to make fire-risks safe from competition. Use the coupon.

The New Quartz Bulb Sprinkler

- 1 Quicker to operate than the solder sealed head.
- 2 Its operating element is proof against corrosion, while metal parts can be lead coated for severe conditions.
- 3 Operates even when encrusted or "loaded."
- 4 Great factor of safety. Can withstand temperatures closer to its operating point than solder heads without affecting its future reliability. Can stand 1,000 lbs. water pressure.
- 5 Its operating temperature is constant throughout the years. Solder heads, even under normal conditions, grow less sensitive with time.
- 6 Its greater durability means less maintenance expense.



Cut this out, attach to your letterhead and mail at once

GRINNELL COMPANY

Executive Offices: Providence, R. I.

Branches in all Principal Cities

"The Local Agent and Automatic Sprinklers"

A complete, authoritative booklet sent free on request

Name

Address

Grinnell Co., Inc., 251 W. Exchange St., Providence, R. I.